

# Livestock Auction Markets in Ohio

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# **LIVESTOCK AUCTION MARKETS IN OHIO**

**GEORGE F. HENNING AND MERRILL B. EVANS**

## **CONCLUSIONS**

Since the origin of one of the oldest American livestock auctions at London, Ohio in 1853, the auction method of selling livestock in Ohio has become and should remain an important segment in the marketing channel. This study has shown that many auctions are continually improving their facilities and services, while others are content to drift along. The following conclusions and recommendations should serve as a check list for all markets in order to determine their present status:

### **GENERAL**

- (a) Auctions can expect practically all livestock to arrive by truck or trailer.
- (b) Farmers were the most important type of consignors at auctions.
- (c) Auctions can expect from 70 to 80 percent of their volume to be consigned within a radius of 25 miles or less.
- (d) Packers and order buyers were the most important type of buyers at auctions.
- (e) Auction managers can expect a large volume to go to buyers located over 50 miles from the auction.
- (f) Cattle and hogs comprised from 80 to 90 percent of the volume of the auctions. This will vary in certain localities where a certain class is predominant.
- (g) The flow of livestock can be expected to be consigned at a fairly even rate throughout the year.
- (h) Salaries and wages comprised from 60 to 70 percent of auction expenses.
- (i) Auctions operating five days per week can expect higher operating expenses.
- (j) A large percentage of the livestock sold at auction markets does not bring the highest quoted price of the sale day. There is a very wide range in prices.

## **OPERATING METHODS**

Although livestock auctions have done a satisfactory job of operating their markets, some points in the structure of their operations can stand improvement, while others tend to make the auction markets more stable. Some of these points are:

- (a) The majority of the auction operators professed to sell only livestock at a livestock auction and frowned upon the sale of miscellaneous goods.
- (b) Auction sales were not starting at the scheduled time. This inconvenienced both buyers and consignors, and often extended the sales into the night.
- (c) Consignors were not given adequate information concerning the sale of livestock, individually or in lots, and by weight or head.
- (d) Too much livestock has been sold in single consignments.
- (e) Loading and unloading chutes should be graduated in decreasing size or in stair-steps to fit all types of truck beds. At least one chute should be designed to handle double and triple deck loads.
- (f) Special auto-trailers were provided for unloading small loads of calves, hogs, sheep, and lambs. Special sheds or swinging gates have been used at some markets.
- (g) Pen diagrams of yard layouts aid yardmen in handling livestock.
- (h) The veterinarian did not have improved private facilities at many markets.
- (i) Boar tuskers have been used satisfactorily.
- (j) Sales information was not given to patrons as the sale progressed. Some markets have used a blackboard or some electrical means to notify the patrons the tag number, weight, and the offered price as the bidding progressed.
- (k) Little effort was made to remove extra pens even though they were classed as excess yard capacity.
- (l) A corrugated stair step approach has been used which leads from the alleys to the chutes. This prevents slipping and bruising.
- (m) Ownership marking by use of the hip tag has become widespread.

## **FACILITIES AND EQUIPMENT**

Many auction operators have constantly improved their market facilities since 1935, while other markets have made few changes. In this study many items of improvement were advanced by the auction operators. Some of these suggestions were:



- (a) At many markets the sales pavilion needed remodeling from the standpoint of heating, cooling, light, ventilation, and seating arrangement.
- (b) The sales rings were not modernized at many markets—including floor, blower, high steel pipe fence, safety posts, and accessibility.
- (c) The auctioneer's booth was not of adequate size, properly constructed, well-equipped, of optimum vision at many markets.
- (d) Modern scales in good condition were not always used to weigh livestock. The registered beam with the dial indicator and the full face dial scales have proved satisfactory. Patrons should have the opportunity to observe weighing.
- (e) There was no consistent pattern in commission charges among auctions.
- (f) Grading and sorting was performed on a limited basis only with varying standards used.
- (g) Outside operations and private sales before the regular sale were still allowed at some markets. These operations affect both the consignor and the auction company.
- (h) Considerable bybidding was allowed at some markets. This tends to discourage competitive bidding.
- (i) Some auctioneers and auction managers bought solely for speculative gain.
- (j) Special privileges were granted certain buyers in the sales ring.
- (k) The auctioneer's chant cannot be understood clearly by many farmers.
- (l) Livestock was given a good workout in the ring by most market operators.
- (m) The order of sale at livestock auctions varied widely. Livestock going back to the farms should sell early.
- (n) Patrons were not informed of the method of weighing livestock, in-weights, pre-sale weights, or out-weights.
- (o) The auction operators have done a good job in checking on the financial responsibility of their buyers, but there is still room for improvement.
- (p) Some accounts were not settled promptly, although most operators attempted to settle consignor accounts on sale day and buyer accounts within one week.
- (q) The use of concrete flooring for pens and alleys has facilitated cleaning and disinfecting.

## **OBSERVATIONS AND RECOMMENDATIONS**

While the writers were interviewing the managers and operators of the livestock auctions and studying their operations, we noticed and observed certain practices and policies which have been discussed from time to time in the preparation of this bulletin. These observations and recommendations are set forth below for the benefit of those using and operating auctions in order that they might improve their own sales.

### **GENERAL**

- (a) Develop a trend toward large sized auctions with greater volume.

### **OPERATING METHODS**

- (a) Organize your help for most efficient, labor utilization.
- (b) Plan for the arrival of livestock to be spread out over a longer period of time, rather than congested arrivals. Means earlier arrival of livestock.
- (c) Plan for separate penning of large buyers stock.
- (d) Improve record keeping—an error discovered while the animal is at the yards is dollar saving.
- (e) Provide buyers sheets for all buyers.
- (f) Provide closer supervision of weighing practices.
- (g) Post commission charges so all patrons can see them.
- (h) Keep your market under closer supervision.
- (i) Speed up the selling time per consignment.
- (j) Avoid excess advertising literature posted in sales pavilions. Focus attention upon the sales ring.
- (k) Expand advertising and publicity of sales. Let the people know about your sales. Quote accurate price information.

### **FACILITIES AND EQUIPMENT**

- (a) Keep your facilities modern.
- (b) Provide adequate office space and machines for your office force.
- (c) Improve the sanitation and have cleaner yards.
- (d) Develop more and better parking facilities.
- (e) Use overhead sprinklers for cooling livestock.
- (f) Provide overhead catwalks for patrons benefit.
- (g) Have more flexible pens opening on all four sides to adjust for any size pen desired.
- (h) Enclose pens and alleys with ample ventilation provided.
- (i) Put latches on gates that will open easily in both directions.
- (j) Provide holding pens to aid unloading and penning.

## REGULATIONS

- (a) Modernize and revise present bonding law—require a financial statement.
- (b) Provide better veterinary inspection at time of unloading.
- (c) Post minimum dosages and charges for hog vaccination.
- (d) Post uniform regulations governing all sales above sales ring.

## INTRODUCTION

Overland cattle drives and transportation by water were common procedure in the moving of cattle from producer to market until the railroad reached a position of prominence about the middle of the nineteenth century. In the years that followed, as railroad facilities bordered on and reached a monopolistic stage, and a centralized market system flourished, the importance of cattle drives and water transportation waned and gradually became a thing of the past.<sup>1</sup>

With each such change in the modes of transportation there seems to have been a parallel movement and change in the manner in which livestock has been marketed.

With the advent of better roads and improved highways in the nineteen-twenties and early thirties, motor transportation began to appear as a vigorous competitor with railroads in the transportation of livestock. Though other items of change may be considered, truck transportation was a factor of primary importance in bringing the livestock auction market into the picture as a component part in the trend toward a decentralized livestock marketing system which accompanied the growing importance of highway motor carriers.

Auctions operating in Ohio are markets selling livestock by an auctioneer on regularly established sale days. All auctions are registered, licensed, and bonded by the State Department of Agriculture. Feeding, breeding, and slaughter livestock are sold by the auction method in Ohio.

Auction markets receive livestock and sell all of it through the auction sales; other markets which receive livestock daily with no specific sale day are called concentration yards or (local markets); while another type of market combines both auction and concentration yard operations.

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<sup>1</sup>P. S. Eckert and G. F. Henning, **The Livestock Auction in Ohio**, Ohio Agricultural Experiment Station Bulletin 557, 1935.

## PURPOSE AND METHOD OF STUDY

The main purpose of this study was to determine changes, shifts, and the importance of livestock auction markets in Ohio today, as compared with fifteen years ago. In 1935, there were 61 auction markets licensed to operate in the state of Ohio, while in 1951 there were 77 auction markets licensed with the Ohio Department of Agriculture. This represents almost a 26 percent increase in the number of livestock auctions in the state. A state law requires each market pay an annual license fee of an amount determined by the number of carloads of livestock handled in the previous calendar year.

It was on this carload basis that the 77 markets were grouped as small, medium, and large. There were 44 small auctions (under 400 carloads) which handled 19.0 percent of the total carloads of livestock, 19 medium auctions (400 to 699 carloads) responsible for 28.5 percent, and 14 large auctions (700 or more carloads) accountable for 52.5 percent of the total carloads.

The general objective was to obtain a random sample of enough auctions of each size to represent one-third of the volume of each group. This resulted in a minimum number of 14 small, six medium, and five large auctions in the sample.

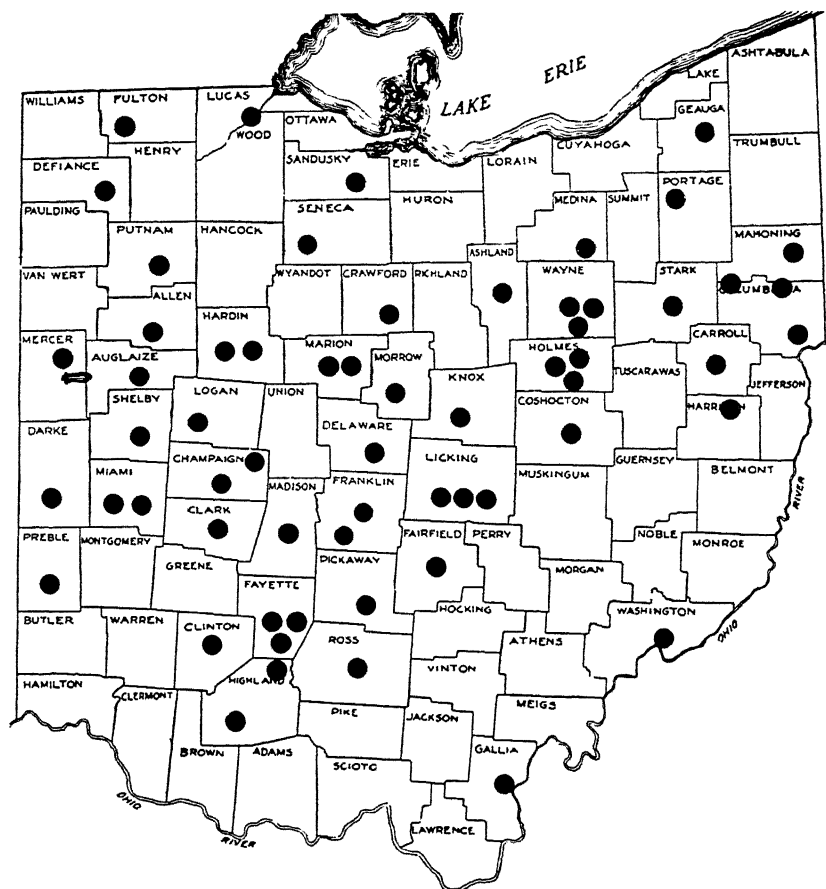
Information was gathered by personal interview from 12 small, nine medium, and seven large auctions. In addition to the questionnaire, complete sale information was obtained for two sales at each market. These two sales were held sometime during the second week in April, 1951 and the first week in October, 1951. These particular weeks represented the differences in type of offerings in the spring and fall.

Additional specific objectives included:

1. To determine the volume of livestock by classes which moves through auction markets.
2. To examine the operating methods of livestock auctions.
3. To appraise the financial responsibility of livestock auctions.
4. To evaluate the statutes and regulations governing auction markets.
5. To determine the market area served by auction markets.
6. To ascertain the type of buyers and consignors operating at auction markets.
7. To examine the existing physical facilities of auction markets.

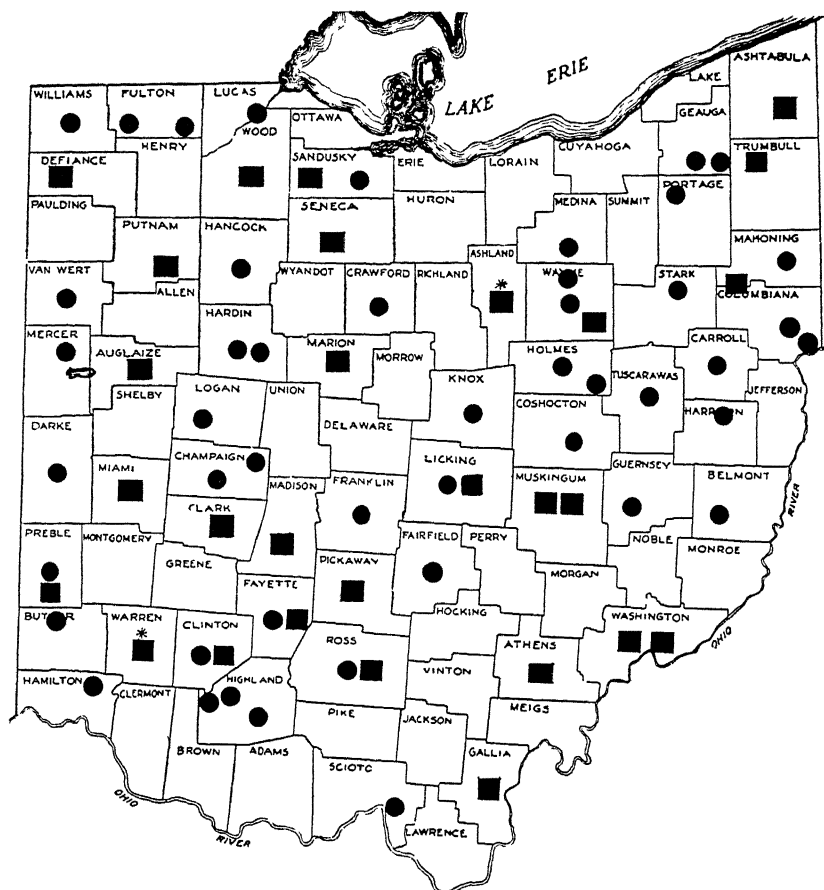
## NUMBER AND LOCATION OF OHIO LIVESTOCK AUCTIONS

In 1935, there were 61 livestock auctions operating in 44 counties as shown in Chart 1, while in 1953, there were 73 livestock auctions operating in 54 counties in Ohio<sup>2</sup> as shown by Chart 2. These markets were reasonably well distributed throughout the state, though a few areas indicated some concentration of markets serving a small number of counties. Some of this market concentration is justified because of



**Chart 1.—The location of 61 livestock auctions operating in 44 counties in Ohio, 1935.**

<sup>2</sup>The 73 auctions in Ohio, 1953, represents a decline of four markets since 1951 when the sample was drawn.



- ★ Two Auctions in Sample (Out of Business July 1, 1953)
- 26 Auctions in Sample Still in Business
- 47 Remaining Auctions

**Chart 2.—The location of 73 livestock auctions operating in 54 counties in Ohio, August, 1953.**

the presence of a large livestock population, but in others the size of the livestock population does not justify so many markets.

### TYPES OF AUCTIONS

There has been a marked decline in the number of livestock auctions handling miscellaneous goods. At the peak of the auction development of the 1930's, it was common practice for most of the auctions to handle miscellaneous goods along with livestock. Today,

this practice has been changed considerably with the main emphasis being placed on the sale of livestock alone. Only five small auctions indicated some mixed sales, while all of the medium and large auctions handled livestock exclusively.

The handling of miscellaneous goods at auction sales was characterized by high commission rates, a wide variety of goods to sell, and a different class of buyer clientele. These characteristics are not conducive to the improved sale of livestock. Only three small auction operators out of the five that handled miscellaneous goods indicated a favorable opinion toward mixed sales, and none of the operators of medium and large auctions expressed favorable opinions.

## **PHYSICAL EQUIPMENT**

### **LAND OWNERSHIP**

The majority of the auction companies own the land upon which their facilities are located. One small auction operator indicated its facilities were located upon public land, while two medium auction operators stated their facilities were owned by railroad companies. In addition, four auction companies indicated that their land was leased from private individuals or corporations.

### **COST OF FACILITIES**

Prior to World War II an individual or organization could purchase a livestock auction with a small amount of capital. Fifteen markets in the sample estimated the cost of their facilities at time of purchase as ranging from \$5,000 to \$20,000. At the present price level the estimated cost of replacing these auctions today including added facilities, would range from \$20,000 to more than \$80,000. These figures indicate that it would cost four or five times as much to replace the present improved auction facilities.

### **SALES PAVILION AND RING**

There has been great improvement in the sales pavilion and ring at auction markets during the past 15 years. The auction companies have discovered that improved facilities for selling livestock has been a determinant factor in their success.

Today, the modern sales pavilion features such characteristics as: complete boarding up to make it soundproof, automatic heating, and cooling by blowers (Figure 1), well constructed, comfortable seats,

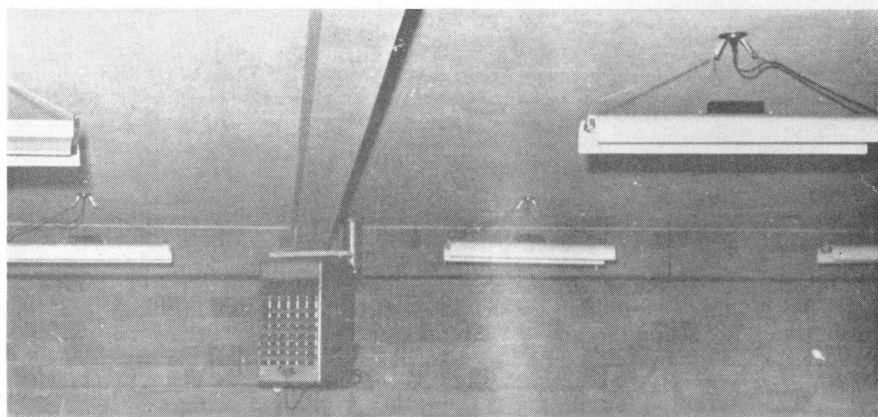
built to accommodate from 300 to 500 patrons (Figure 2), use of indirect and fluorescent lighting (Figure 1), and seats arranged in the form of an arc or three sided square facing the sales ring.

The modern sales ring is rectangular in size with rounded corners, has indirect lighting features, is surrounded by a steel pipe fence with ample height to prevent livestock from jumping, enables all the patrons to see clearly the livestock offered for sale, is equipped with a suction blower to eliminate dust and odors, is constructed of a concrete base floor covered with straw or treated sawdust, and has two doors on opposite sides either mechanically or electrically operated from the auctioneers booth.

An elevated auctioneers booth (Figure 3) is located facing the sales pavilion and overlooking the auction ring. This booth is constructed to accommodate at least one auctioneer and two clerk helpers, and is equipped with a modern, portable loud speaking system. The booth is placed in such a position as to allow the auctioneer optimum vision of the audience in handling bids.

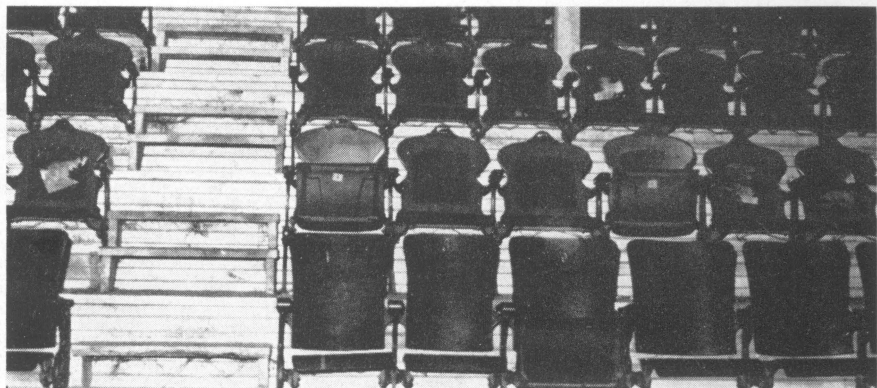
In addition, some auctions have added some special features which improves their efficiency of operation. One of these features is to have two or three wooden posts reinforced by steel inside the ring to afford the ringmen some added safety protection in case of an enraged animal (Figure 4). Another feature is the addition of a blackboard located on a platform at the side of the auctioneer (Figure 5).

The blackboard is operated manually by one man and informs the prospective buyer, the tag number, and weight of the livestock offered for sale as it enters the ring, and as bidding takes place, the final sale price.



**Fig. 1.—A modern sales pavilion indicating the use of fluorescent lighting and automatic heat supplied by blowers.**

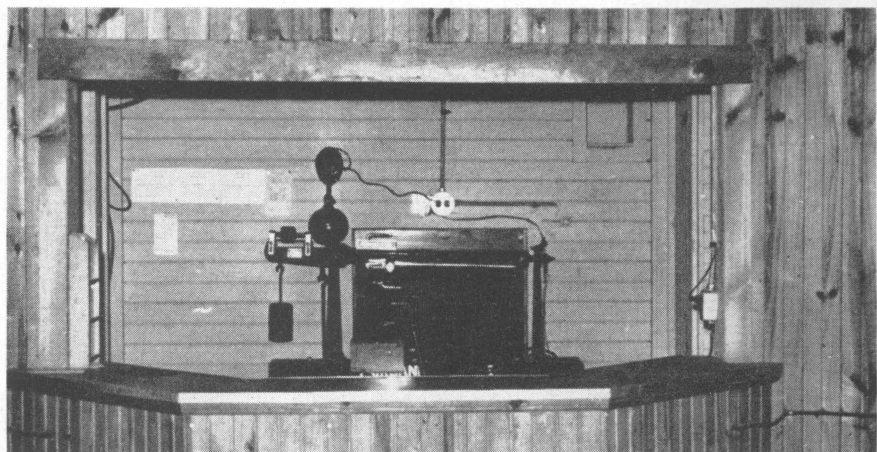




**Fig. 2.—A modern sales pavilion indicating the comfortable seats available to patrons.**

Many of the auctions in Ohio are definitely lacking in many of these improvements, but as a whole, rapid advancement on such services has been made during the past 15 years.

Attention must be focused on the livestock offered for sale in the ring. The practice of posting the vaccination and treatment charges and the sale regulations is a highly commendable feature. Posted rules and regulations governing the auction clearly define the terms of sale and save time (Figure 6).



**Fig. 3.—A modern auctioneers booth constructed to accommodate the auctioneer and two assistants.**

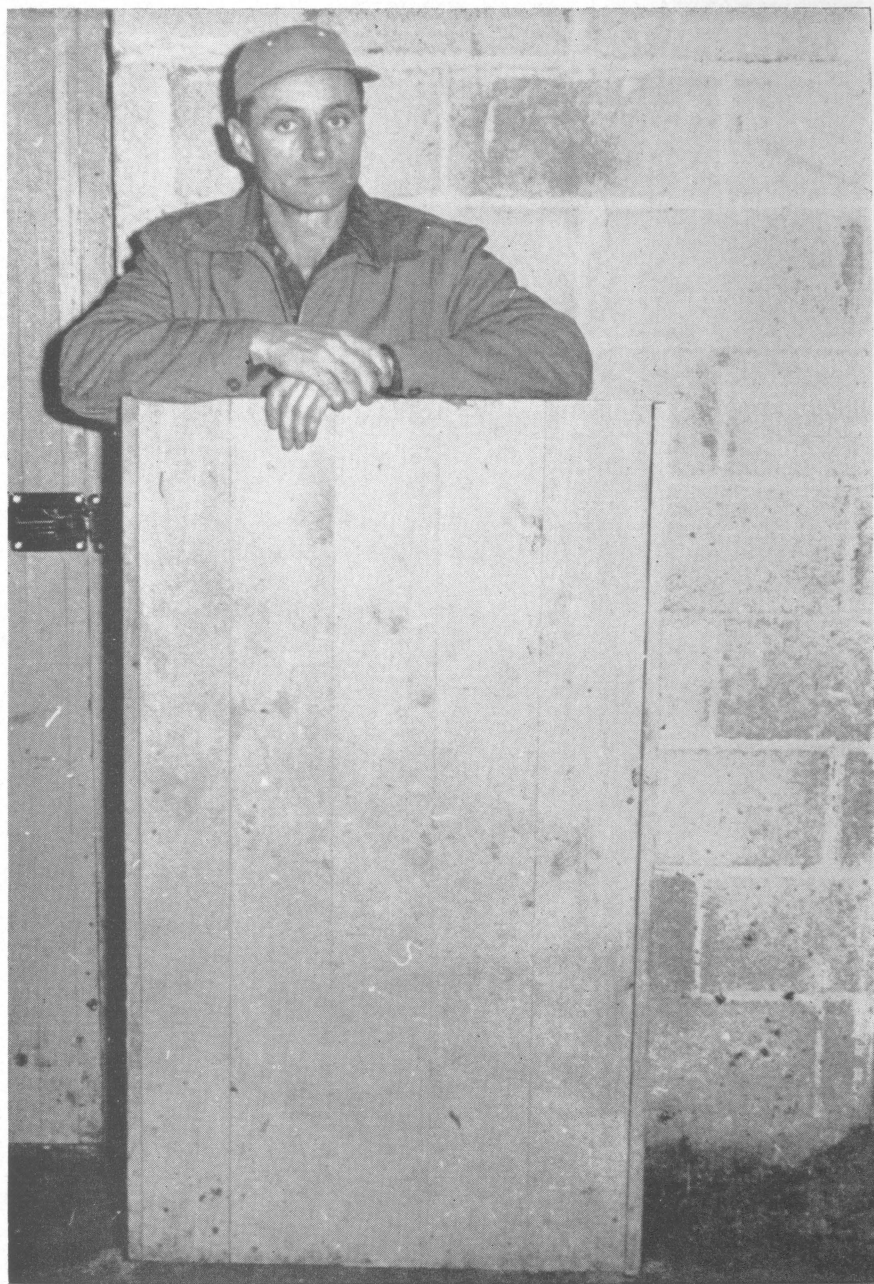


Fig. 4.—An added safety feature located on each side of the auctioneer's booth affords protection from wild or enraged livestock.

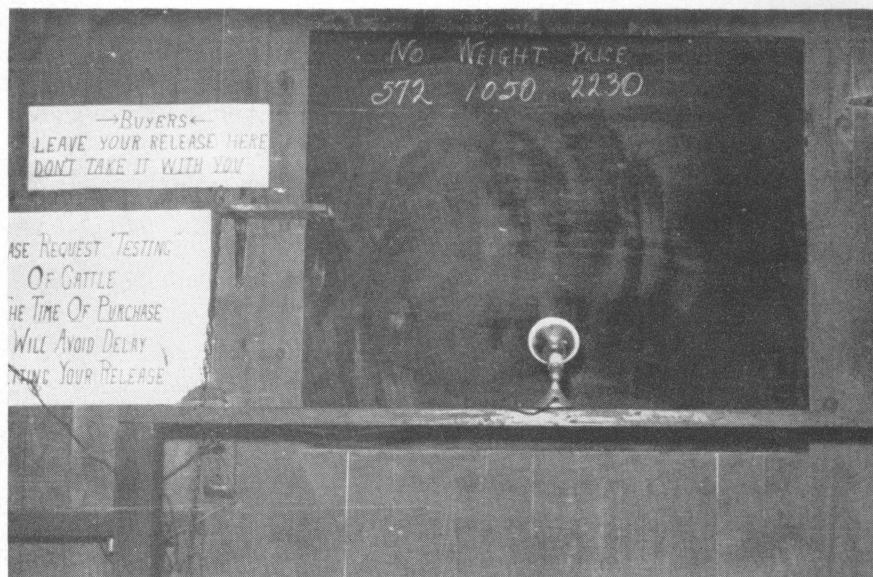


Fig. 5.—An elevated blackboard located at the side of the auctioneer's booth informs patrons of the number, weight, and price of ring consignments.

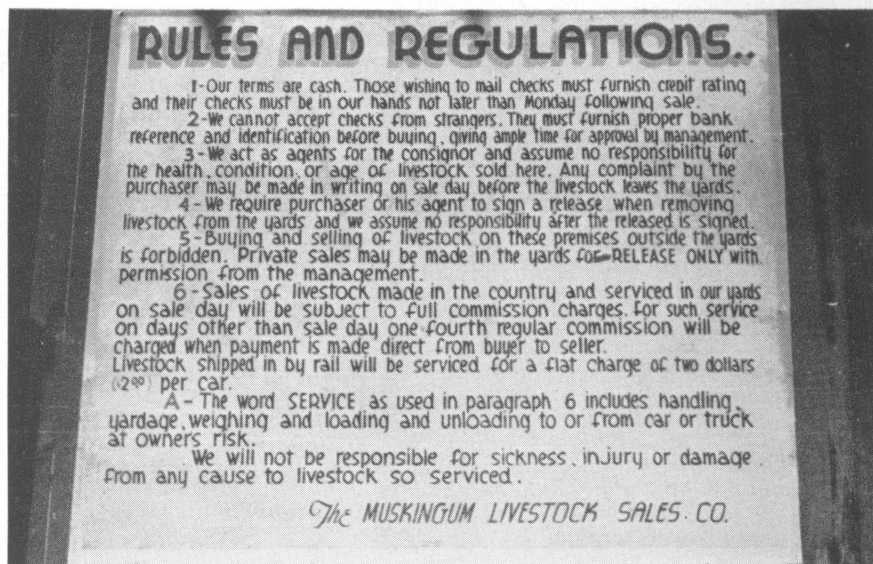


Fig. 6.—A copy of the rules and regulations governing the terms of sale posted above the auctioneer's booth.

## PENS AND ALLEYS

The conditions of the pens and alleys in today's livestock auction show great improvement in the past 15 years. The number of pens varies with the size and volume of the livestock handled at the auction markets. A number of yards have coordinated the construction of their pens and alleys so that all four sides of an individual pen are flexible.

This enables the markets to adjust their pens for any size desired and facilitates the flow of livestock through the yards with a minimum of congestion.

The auctions today are replacing rapidly the natural dirt flooring of pens and alleys with concrete. The use of concrete floors enables the auctions to clean and disinfect more thoroughly and with greater ease. The cost of concrete has been the limiting factor to further improvements along this line.

Few auction markets have their pens and alleys uncovered at the present time. The complete enclosure of the auction has protected the livestock from inclement weather, but it has increased the problem of sanitation. When pens and alleys are not openly exposed to air and sunlight, thorough disinfecting and cleaning must be done more often

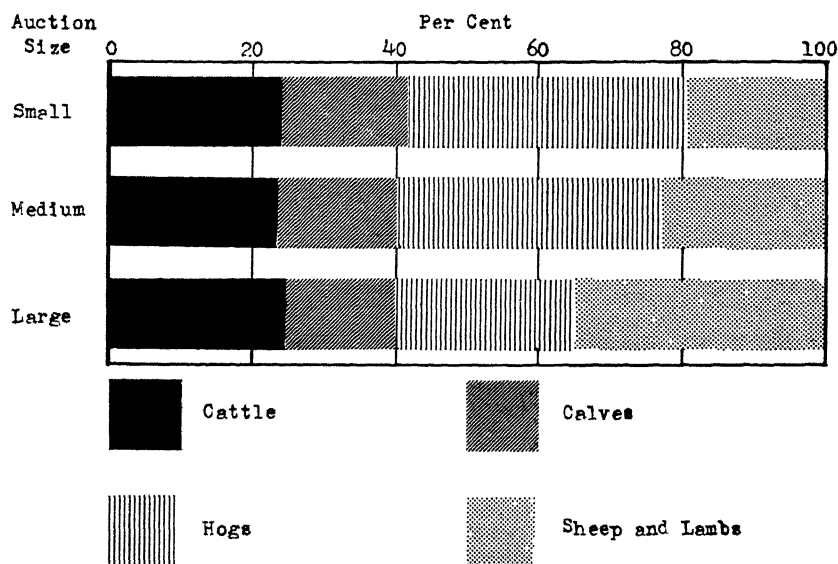
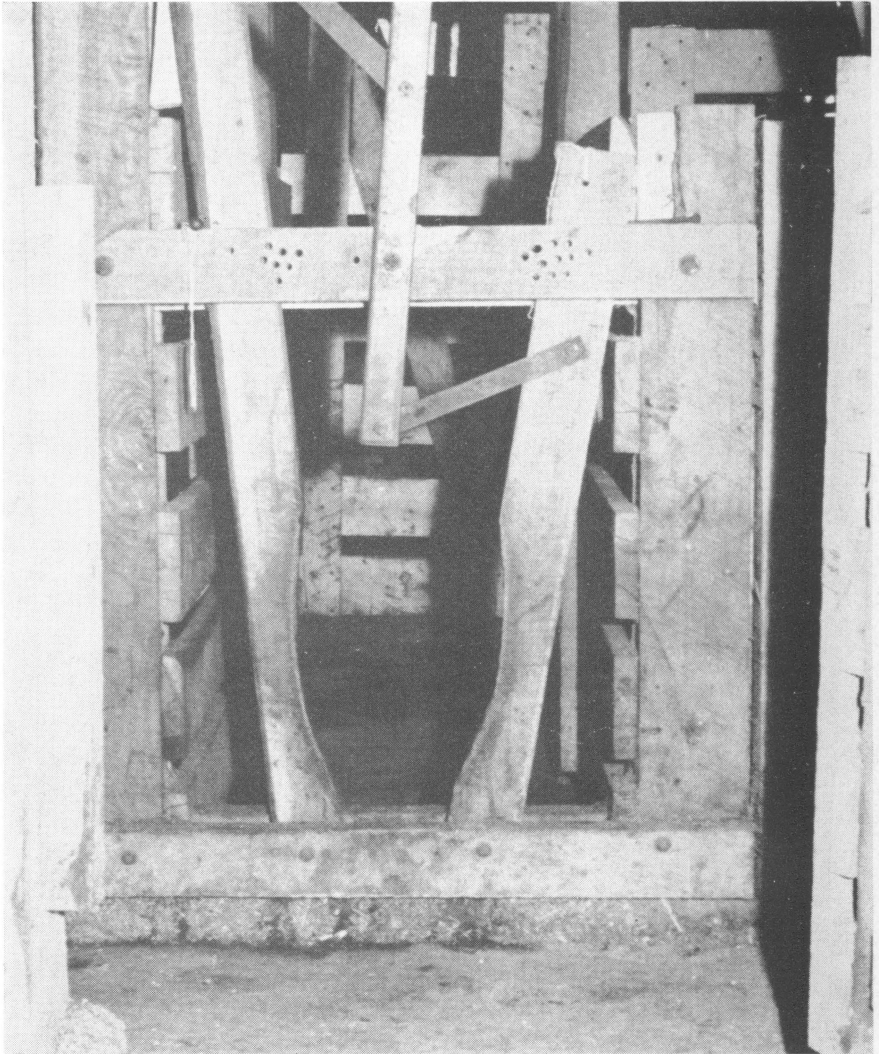


Chart 3.—Percentage distribution of average yard capacity based on the number of head for 28 livestock auctions, 1951.



to control disease. For restraining boars when the tusks are to be removed, a narrow squeeze pen and equipment shown in Figure 7 saves time and protects workmen.

Chart 3 shows the percentage distribution of average yard capacity by classes of livestock by size of auction market. The average yard capacity was about equal for cattle and calves for all sized auctions, but the large auctions had more capacity for handling sheep and lambs than



**Fig. 7.—A boar tusker used effectively for controlling boars.**

hogs, and the small auctions more capacity for hogs than sheep and lambs.

Most auctions rarely utilized the entire yard capacity, but in the peak months some markets approached their maximum limits. Some of the older markets today are overbuilt in relation to the small volume of livestock handled.

## SCALES

All of the auctions had scales for weighing the livestock. The small auctions had only one scale per market, but most of the medium and large auctions averaged two scales per market.

There were three types of scales in use, namely: registered beam, full-faced dial scale, and regular beam scale with indicator attachment (Figures 8, 9, and 10). The most common scale in use was the registered beam type (Figure 10), which enables the weighmaster to stamp the weight on the scale ticket. Three markets used the full-face dial scales (Figure 9), which enables the patrons to actually see the exact weight as it is recorded on the scale ticket. One market used the regular beam scale with the indicator attachment (Figure 8), which enabled one to see when the scale was level by means of a pointer indicator. Many operators expressed dissatisfaction with the registered beam scales, and were considering adding the indicator or buying a full-face dial scale. Some operators stated that the full-face dial scales were not suited to the weighing of livestock because the indicator would not settle quick enough, due to the livestock not standing quietly on the scales.

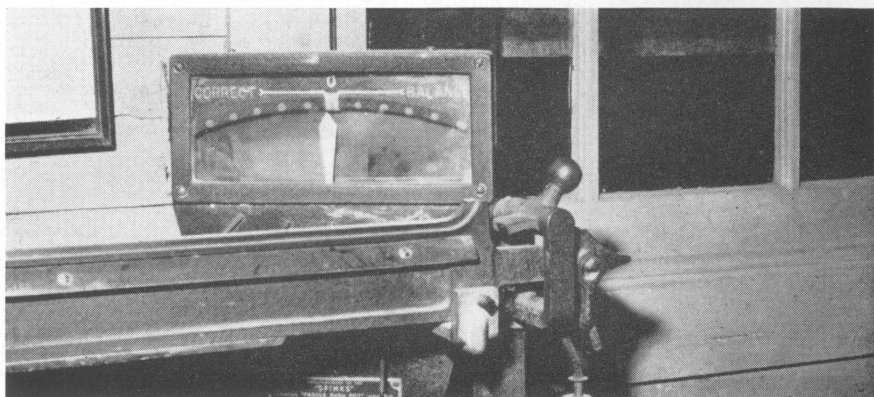
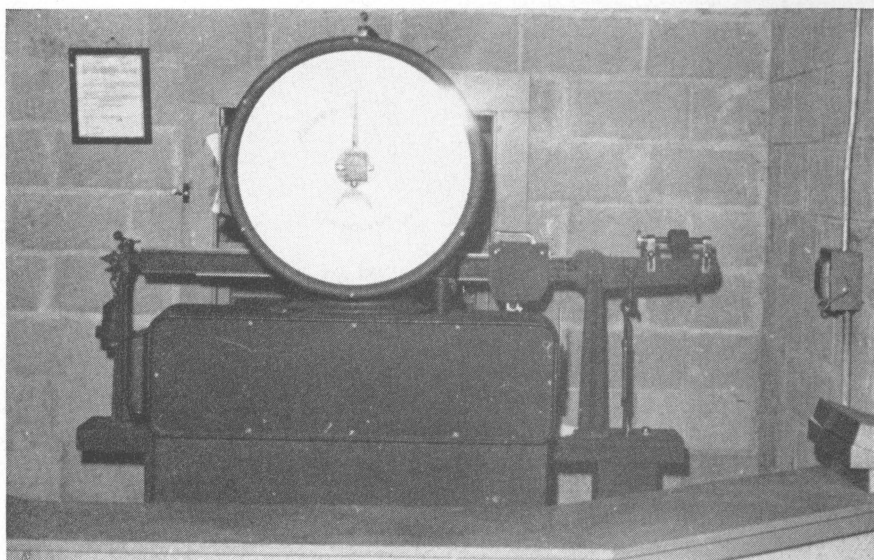
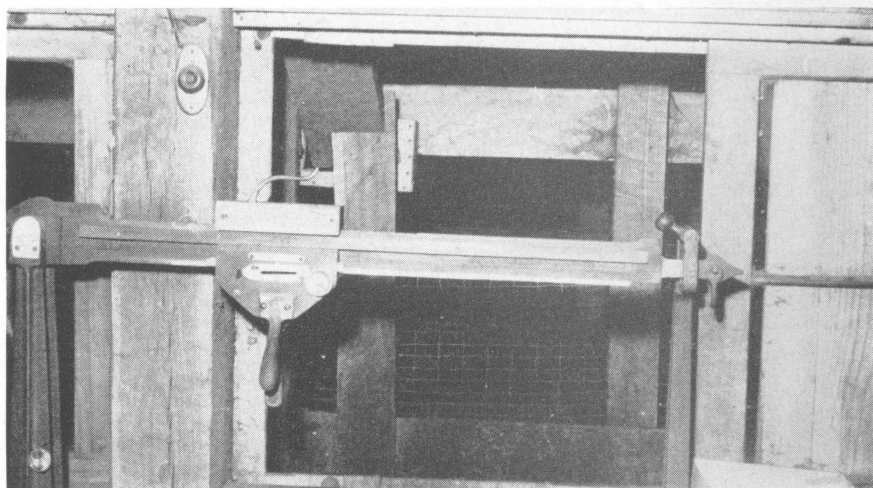


Fig. 8.—This is a regular beam scale with an indicator attachment which enables the operator to tell if the scale is balanced.



**Fig. 9.—Three markets in the survey used this type of full-face dial scales which enables patrons to see the exact weight.**

The majority of the scales were between 10 and 20 years old, but some operators stated that their original scales had been rebuilt. One-third of the auction operators classed their scales as being in excellent condition with the remainder being classed in good condition.



**Fig. 10.—Most common scale in use was the registered beam type enabling the weighmaster to stamp the weight on the ticket.**

Testing was done normally every six months, but six markets indicated that their scales were tested every three months. It is required by Ohio law that all scales be tested every six months. All of the scales were graduated to read to the nearest five pounds, and the majority of the scales had beam capacities of five tons.

Scale inspections were performed by both state and private inspectors, and the cost of inspection and servicing the scales was borne by the auction.

The proper use of scales is very important to the successful operation of a livestock auction. Accurate weighing should instill satisfaction and confidence to the patrons.

### LOADING AND UNLOADING CHUTES

The number of chutes available for loading and unloading varied with the size of the auction market. The chutes served for both loading and unloading in most cases. Many markets need improvement in the construction and number of chutes to handle livestock safely and efficiently. From the comments of the auction managers, the modern auction should have from four to eight or more easily accessible unloading chutes graduated in decreasing size (sloping or stair-step) to fit a single deck, high bed truck to a small, low base trailer. (Figures 11, 12, and 13). Several auctions maintained special auto-trailer unloading facilities (Figures 14 and 16). Similar types of chutes for loading out purposes should be available on the opposite side of the yards from the unloading chutes. At least one chute should be of special construction to handle double and triple deck loads of livestock, arriving and leaving by trucks (Figure 17). Those markets located close to a railroad spur should have single and double deck facilities for rail loading and unloading.

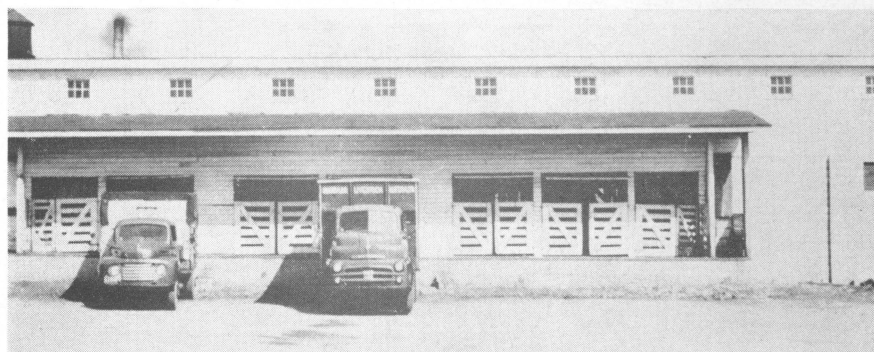


Fig. 11.—A typical unloading and loading chute graduated in decreasing size to accommodate varying heights of trucks.





Fig. 12.—A typical stair-step type of unloading chute designed to fit any sized vehicle.

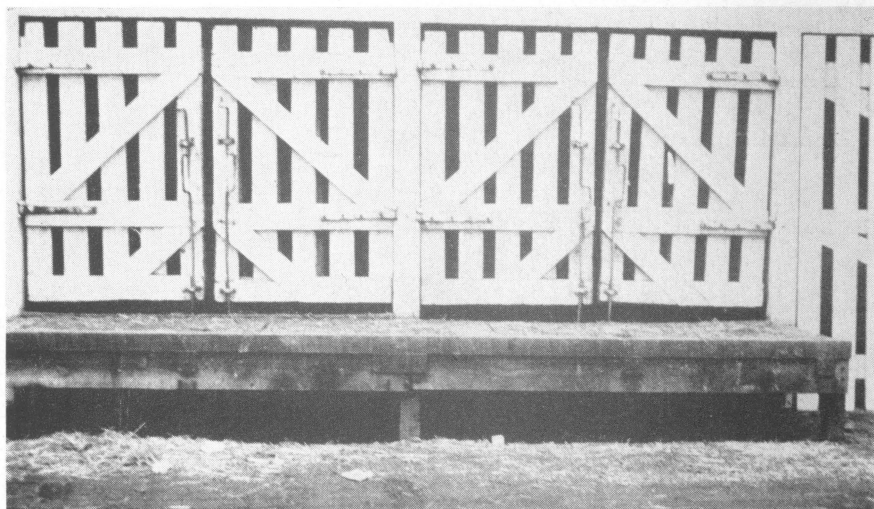


Fig. 13.—A small low base trailer dock separate from the dock used for unloading trucks.

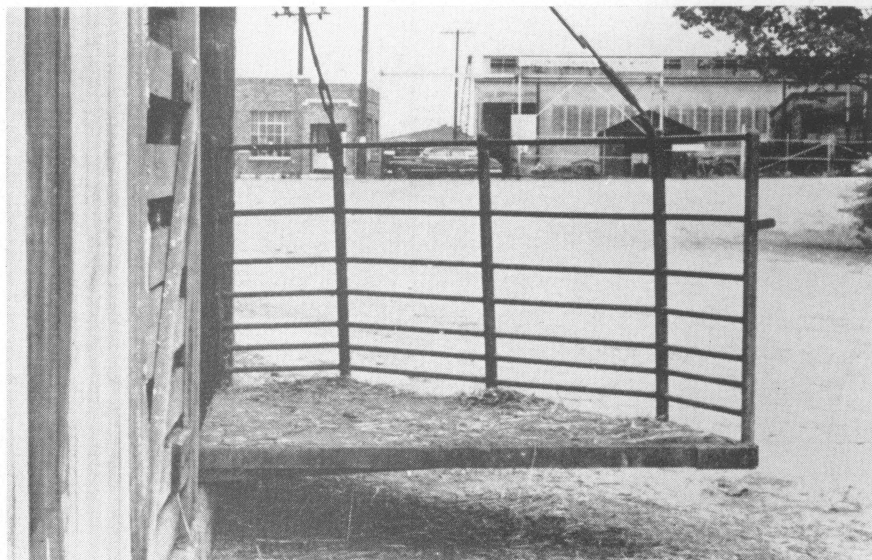


Fig. 14.—An example of a swinging type of chute used very successfully for unloading livestock.

One of the most convenient and safe approaches to the chute from the alleys is shown in Figure 15. This corrugated, stair-step approach prevents the slipping and bruising of livestock.

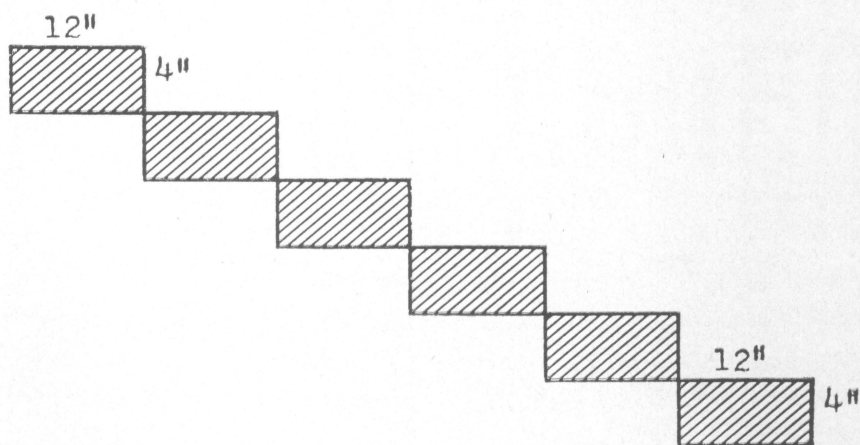


Fig. 15.—An illustration of the stair-step approach leading from the alleys to the chutes enables safer footing for livestock.



**Fig. 16.—A special auto trailer unloading chute designed to handle small vehicles without backing to the platform.**

## **OPERATING METHODS**

### **SOLICITING BUSINESS**

Newspapers, radios, and telephones were the most important methods of advertising used by the auction markets in Ohio for promotion. Two markets stated that personal letters were used to solicit business and one market made extensive use of price cards. Eleven markets indicated the use of field men for promotion purposes, which involved considerable expense on a per day basis.

The markets in Ohio today receive very little free publicity. Newspaper ads, radio programs, and telephone calls were all classed as "paid advertising". The degree of publicity varied with the size of the auction. Large auctions were able to allocate more money for advertising purposes than smaller auctions, and many of the small auctions relied on personal contact to maintain their volume of business.

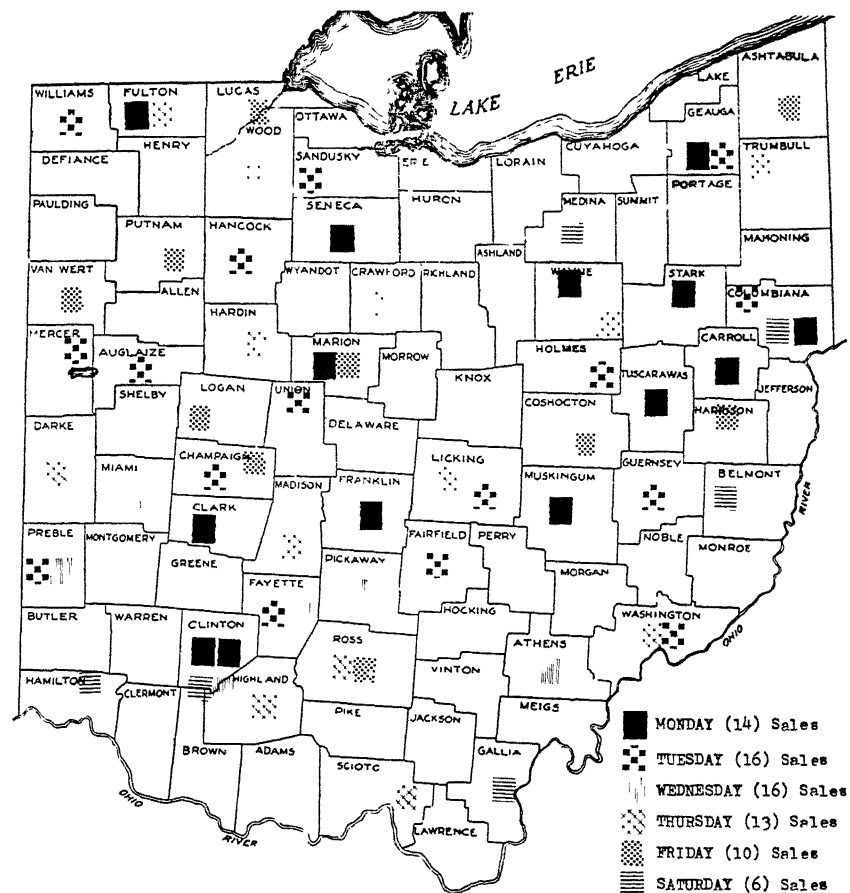
### **FREQUENCY OF SALES**

All of the 73 auctions in Ohio, 1953, held at least one sale per week. One small auction indicated that a separate horse sale was held in addition to the regular auction, and one large auction sold all sheep and lambs on a different day.

The most popular sale days for the small auctions were on Tuesday and Wednesday. The medium auctions indicated a preference for Wednesday, while the large auctions preferred Monday and Tuesday. There were six markets in this study with Saturday sale days. For all auctions the sale day was distributed regularly throughout the first five days of the week as shown in Chart 4.



Fig. 17.—A well constructed single or double deck chute designed for loading or unloading.



1/ Two Auctions Hold Sales on Two Days Each Week

**Chart 4.—The day of the week on which Ohio's livestock auctions hold their sales.<sup>1</sup>**

The reasons advanced by the auction operators for holding sales on certain days indicated that within a market area, long time custom had determined the particular day for the auction sale. Normally, neighboring markets did not desire to compete with each other on the same sale day. This rotation of sale days within a marketing area enabled the buyers to plan their schedules so as to have no conflict with two markets having sales on the same day.

The most common times for the opening of auction sales ranged from 12:00 noon to 2:00 p. m. with the closing times ranging from 4:00 p. m. to 7:00 p. m. Some of the markets started and closed their sales earlier or later than the above designated times, but were exceptions to the general rule. The market operators have given up gradually the idea of dragging out their sales into the middle of the night. They felt that there was no reason why a sale should last more than six hours with a four hour limit being sufficient in most cases. Sales that tend to be too long lessened the interest of the buyers. Farmers attempted to get home in time to do their chores, and other types of buyers liked to call it a day by five or six o'clock.

NUMBER OF BUYERS

The number of buyers at each sale was in direct relationship to the size of auction. The large auctions had the greatest number, normally 30 to 40 regular buyers. The medium auctions had from 20 to 30 regular buyers, and the small auctions 10 to 20 regular buyers. In most cases, the more potential buyers present, the more competitive the bidding. One of the problems of the small auctions was maintaining adequate buyer clientele to preserve the competitive nature of the buying.

PERSONNEL TO OPERATE AUCTIONS

To maintain a continuous flow of livestock through the sales ring requires a large number of personnel as shown in Chart 5. The office force needs to be of adequate size to handle the accounting system efficiently. The total labor force of the small auction averaged 18 persons,

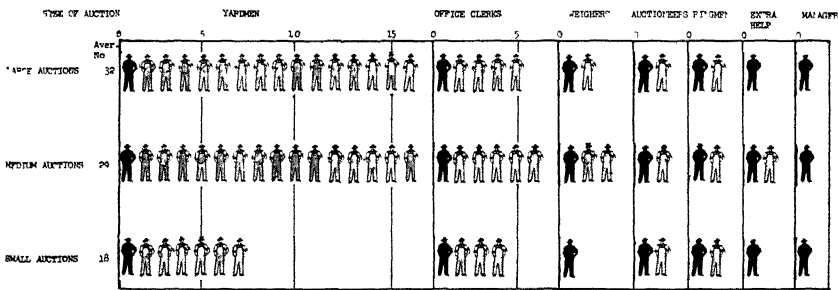


Chart 5.—Average number of personnel classified by job required to operate livestock auctions in Ohio by size of auction, 1951.



the medium auction, 29 persons, and the large auction, 32 persons. The number of personnel involved was related directly to the overhead costs of the auction market.

### RECEIVING AND HANDLING

All of the market operators indicated that the livestock going through the sales ring arrived at the yards on the day of the sale, with only minor exceptions. The markets normally set no time deadline for the receipt of livestock on sale day. On occasion, if any livestock arrived at the yards prior to sale day, feed and water was furnished by the auction company and charged to the consignor.

When livestock arrived at the auction, an authorized agent of the auction company made out immediately a dock receipt containing the following information: name and address of consignor, date and time of arrival, name of trucker, truck license, operators license, any trucking charges, number of head, kind of livestock, tag or mark number, and with some auctions, the county of the consignor.

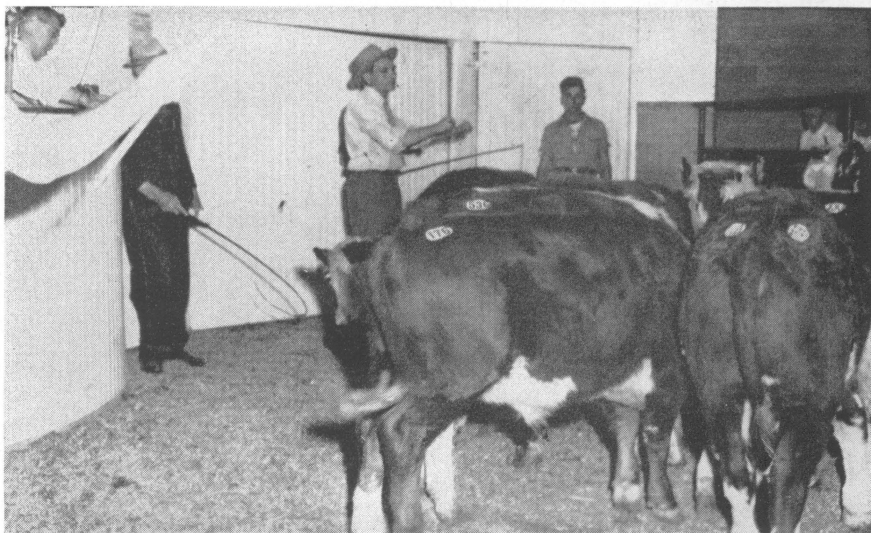


Fig. 18.—Individual tags such as the ones shown on the hips of these animals was the most common method of identifying livestock.

The dock receipt was made out in triplicate with the original copy given to the consignor, the second copy going to the yards, and the third copy to the office. At the scales, the remaining columns on the dock slip were filled in with the weight and pen number assigned.

The dock receipt was signed by an authorized agent of the auction company and contained a statement of the responsibility of the auction with regard to handling losses.

The most common way to maintain the identity of livestock was the use of individual numbers. Practically all the markets used tags to identify all cattle and calves. These tags were of metal and cardboard construction, and were placed in the ears or stuck on the hips of the animal Figure 18. The modern auction today uses the hip tag most effectively because the arrivals can be tagged with glue very quickly before unloading from the trucks.

Hogs, sheep, and lambs were not usually individually numbered because the majority were sorted into certain assigned pens. Although consignors names were not posted on the pens, a few markets used chalk or paint in maintaining the identity of hogs, sheep, and lambs when no grading or sorting was done. All markets numbered their pens and maintained a record where the animals were yarded. Diagrams of the yard layout of pens were posted at some markets for the convenience of the yardmen in handling livestock.

#### **SORTING AND GRADING**

Livestock auction companies are sorting and grading sheep and lambs more satisfactorily than other classes of livestock. This has been evidenced by the success of the lamb pools at various auctions in Ohio developed jointly by Professor C. W. Hammons, Extension Economist in Livestock Marketing, the sheep extension Animal Husbandmen, Ohio State University, with marketing agencies. Additional markets are in the process of improving the grade standards now in effect. Hogs, on the other hand, were sorted by weight and only in special cases was much grading being done.

Very few cattle of any description were graded at livestock auctions. About all that was done was to sort by sex or weight. Due to differences of opinion in the livestock industry, little consideration was given to the USDA grade standards prevailing at terminal markets. Every auction manager has his own ideas about grading and sorting of



cattle, hence there is variability in weights and grades that result in inconsistency. All of the market managers stated that grading was preferred by both buyers and consignors.

With greater emphasis being given to the marketing of meat type hogs in Ohio, a large number of auctions are moving toward grading hogs on the basis of quality and value differences. In the future, auctions should give more consideration to grading and the quoting of prices by grades that are recognized and comparable.

### **SELLING METHODS**

With few exceptions the majority of the livestock received at auction markets was sold directly through the sales ring. A few market operators indicated occasional selling from the pens for sheep and lambs, and feeder pigs. One market sold all hogs direct from the pens at the same time cattle were being sold in the sales ring. None of the markets sold any livestock from trucks unless forced to do so.

Certain conditions of sale governed the selling methods at all auction markets. At some markets a notice of such sale conditions was posted for everyone concerned, at other markets the sale conditions were read by the auctioneer prior to the sale opening, and at others the sale conditions were generally understood with only occasional references made.

Consignors had the right to stipulate the method of sale to the auction company at all the markets. The consignor usually sought the advice of the auction management as to whether or not livestock was sold by the pound or by the head. All of the auction operators illustrated specific examples, especially in bulls, where this type of advice was extremely important.

Livestock at all the markets was sold both individually and in lots. The final decision was made by the consignor usually upon the recommendation of the auction management. Many of the markets which placed more emphasis upon grading, sold consignments in larger lots.

Many different forms of clerk sheets were used by the auctions to clerk their sales. Some of these clerk sheets were very complete, while others lacked essential information. The complete clerk sheet contained the following items: (1) name of consignor, (2) name of buyer, (3) number of head, (4) individual tag number, (5) pen number, (6)

check number, (7) weight, (8) price, (9) amount, (10) kind of livestock, (11) brief description, (12) test or treat, and (13) date of sale. It was not necessary, however, to announce all of this information to the prospective buyers. The most common procedure was to announce only the weight and individual tag number, in the case of cattle and calves, but some markets also gave a brief description of the consignment in the ring.

Buyers sheets with specific information concerning the livestock to be sold, were seldom prepared for distribution by the auctions. In special cases, such as feeder cattle sales or lamb sales, some markets prepared this advance information.

More than half of the auction companies indicated that some classes of livestock were sold too slow. Often the volume of livestock at a sale regulated the speed of the sale. Most of the auction managers stated that the average selling time per ring consignment was approximately one minute. The time varied with the kind of livestock offered for sale. For example, fat hogs and calf consignments took 20 to 30 seconds to be sold, but dairy cows sometimes required from three to four minutes.

All of the market operators believed that livestock was given a good workout (moved around so all patrons can see) in the ring. Normally, two ring men assisted the auctioneer in receiving bids and gave the livestock a good workout.

Since a large amount of the livestock sold through auctions was for slaughter purposes, the auction companies preferred to have as many regular buyers as possible on hand. These regular buyers usually consisted of packers, order buyers, retail meat market operators, and dealers, etc. Farmers usually purchased the livestock going back to the farms for feeding purposes.

#### **ORDER OF SALE**

There was no standard procedure among auctions as to the order of sale. Generally speaking however, it was common practice for the auction markets to sell their breeding and feeding stock at the beginning of the sale. This type of livestock was going back to the farm, and early sale enabled testing and treating to be done before movement took place. Feeder cattle, milk cows, feeder hogs, breeding sows and boars, baby calves, and horses were considered as breeding and feeding stock.

Hogs for slaughter purposes followed the sale of feeding and breeding stock at most auction markets. They were followed by bulls, slaughter cattle, calves, and sheep and lambs.

In general the most common order of sale preferred by most of the auctions fell in the following main classification:

- |                               |                     |
|-------------------------------|---------------------|
| 1. Breeding and feeding stock | 4. Slaughter cattle |
| 2. Slaughter hogs             | 5. Calves           |
| 3. Slaughter bulls            | 6. Sheep and lambs  |
|                               | 7. Horses           |

The reason that individual markets deviated from the order of sale was to satisfy the desires of their buyers. A few markets opened their sales with the sale of a few miscellaneous products to get the spirit of the sale moving and to stimulate active bidding, but this was not a common practice. Other markets tended to arrange their order of sale according to the importance of their market for a particular species of livestock. For example, certain markets in Ohio have established reputations that make them excellent markets for the sale of slaughter hogs, calves, sheep and lambs, etc. Thus, a market particularly noted for the sale of sheep and lambs attempted to place their volume of sheep and lambs in the most favorable or prominent position in the order of sale.

Seldom did any of the markets change their order of sale, because their set patterns enabled the buyers to plan their time schedules in advance to fit the order of sale of the particular market. A few auction operators specifically stated that the sale of a certain class of livestock began promptly at a designated hour. This practice seemed to meet very satisfactorily with the demands of the consignors and buyers.

The initial bid to start a sale was commonly called bid starting. The market operators in this study indicated that four types of personnel at some time or other started the bids. These people were: auctioneer, buyer, manager, and consignor. One-third of the operators reported that all of the bids were started by the auctioneer, while an additional four operators indicated that the auctioneer started more than 90.0 percent of the bids.

One main reason offered by the auction operators to justify the starting of bids by the auctioneer or manager was to speed up the sale. They stated that depending entirely upon initial bids from the audience slowed the sale too much. Another reason defending this type of bidding was that the auctioneer and the manager were better acquainted with the market conditions and values, and hence started the bids nearer the final sale price.

Nearly one-half of the operators stated that the auctioneer was a free agent in handling the sale, while the remaining operators indicated that the auctioneer took orders directly from the manager.

Fifty percent of the auction operators indicated that their auctioneer started his own bid high and came down, while the other half indicated their auctioneer started the bids low and went up. Most of the markets qualified their statements in that their auctioneers always attempted to start the bid at what they believed was the market value of the consignment.

#### **PROTECTING THE SELLER**

The auction operators in this study have various practices for protecting their sellers. Eight small market operators and two medium market operators indicated that the owner had the right to reject a bid offered in the ring for his livestock. None of the large auction operators granted the owner the privilege of rejecting any bids.

Over 67.0 percent of the auction operators in the sample allowed the consignor to name the lowest price he would accept for his livestock. All but one of the small auction operators allowed this privilege along with approximately one-half of the medium and large auction operators.

Only two markets assessed a penalty on the consignor for refusing an offered price. All other markets granted the consignors this privilege. The penalty usually amounted to one-half the commission charge.

Bybidding is an attempt on the part of the consignor or some of his friends to "bid up" the price of livestock. Over 85.0 percent of the auction operators admitted that a certain amount of bybidding occurred, but the practice was frowned upon and discouraged as much as possible. One large auction manager was emphatic in his belief that no bybidding occurred at his market. Two operators placed a limit of one bid only per owner for his own livestock.

#### **MAINTAINING PRICES**

The maintaining of fair prices was a big problem for the auction markets with only a small number of regular buyers. All of the auction managers indicated that they relied mainly upon the competition of the buyers to maintain prices, but over 70.0 percent of the operators stated that the management occasionally had to buy on its own account to accomplish this intent. The reasons advanced in favor of the management buying on its own account were: to keep auctions in line with other market prices, to fill orders, to maintain prices when livestock was not bringing enough, to speed up a slow market, and to protect the market.

## **ANNOUNCEMENTS OF INFORMATION**

All of the auction operators announced the sales price of each consignment along with the buyers name or number. Four of the operators stated that buyers numbers were used instead of buyers names. The failure to properly understand the auctioneer was a common fault of many auction markets. Four other operators indicated that the announcement of the sales price and the buyers name or number was not easily understood. Naturally, the auction management, the packers, buyers, traders, etc. could easily understand the auctioneer, but many of the farmers attending the sales were lost after the initial bid. A little clearer pronunciation on the part of the auctioneer should improve the bidding situation at all the markets.

One large market offered the unique idea of having an employee post the weight, and tag or pen number of each consignment as it entered the ring, and when bidding began, posted the initial bid and the final sale price. This was just one of the many extra services that help to improve auction selling.

## **MISREPRESENTATION OF LIVESTOCK**

Auctions must be continually alert with respect to misrepresentation of livestock. Some common examples of this were filling livestock before sale, unsound animals, open heifers, cripples, sick animals, dry lot cattle, bucketfed calves, and a little calf with a supposedly fresh cow.

All of the markets used warning phrases whenever the management was aware of something wrong with the animal. The most frequently used warning phrase was "as is" which informed the prospective buyer he was taking a chance in buying.

## **RESALE OF LIVESTOCK**

There were three methods used for the resale of livestock at livestock auctions. Using an auction designated as A. for example, these methods were:

1. Livestock purchased through an outside auction and came to auction A for resale.
2. Livestock purchased through auction A and moved to another auction for resale.
3. Livestock purchased from auction A and resold through auction A either on the same day or a later day.

About 75.0 percent of the operators indicated that the amount of resale of livestock for all three methods above ranged from 0 to 10.0 percent of the volume for different classes of livestock. Most of the livestock for resale consisted of feeder cattle, feeder hogs, dairy cows, and dairy bulls. The importance of livestock for resale was directly related to the number of traders or dealers operating at the various auctions. Since the trader or dealer is not as important a type of buyer at auctions today as in the past, the number of livestock for resale has declined gradually.

#### **GUARANTEES**

In general, the management of the auction made no guarantee on livestock handled through the establishment, and a notice to this effect was posted for the benefit of all patrons of the market. There were certain areas however, where guarantees were more common. General soundness of livestock was a form of guarantee that seemed to be taken for granted in many auctions, and guarantees as to soundness of dairy cows was the most common. Open heifers were sometimes guaranteed, and in some cases guarantees were made for the Bang's Test in cattle and the vaccination of hogs.

#### **SELLING BY PRIVATE TREATY**

Selling by private treaty before the auction sale began was permitted frequently among the small and medium auctions, but only one large auction allowed this type of selling to take place. Nearly all auctions charged a commission even though the livestock was sold direct to the buyer by the consignor without going through the ring. In a few cases auctions charged a double commission or promoted some other disadvantage to discourage private sale arrangements between consignor and buyer. Nearly all auctions allowed private sales after the auction sale.

The main detriments of private sale treaties were: such practices disrupted the auction, resulted in added work for office clerks, the buyer had a free field of competition, and the seller suffered from the result of lower prices.

#### **BUYING PRACTICES**

Auctioneers and operators of the auction generally did not make a regular practice of buying livestock during the course of the sale, although such was commonly mentioned as occasional procedure. When the management did buy, it was usually to fill orders, satisfy personal interest, maintain prices, or to break up unfavorable agreements among buyers.

In some instances the auction operators acted as the auctioneers and also bought for personal speculative gain. Too much of this sort of thing leads to distrust in the auction management.

Some auction operators complained that traders or order buyers formed regular cliques and bid up the price. Other managers stated that this was practiced occasionally, but over half of the auction operators indicated no troubles of this nature. Refusing to bid or "laying off" was practiced to about the same extent.

Favoritism by the auctioneer for traders and order buyers over farmers was more prevalent among small auctions. Generally speaking though, such favoritism was not practiced in large and medium auctions, and in only about 40 percent of the small auctions.

Among small auctions it was a common procedure to buy livestock outright in the country for sale at the auctions. This was done primarily as a method of maintaining the volume of the auction, but in some cases it was practiced for speculative gain. The practice was found only occasionally among medium and large auctions.

Among large auctions it was generally the policy not to allow buyers in the sales ring. However, buyers were regularly allowed in the sales ring at auctions of medium size about 50.0 percent of the time, and allowed in the ring 70.0 percent of the time in small auctions. This was due partially to less formality and greater inconsistency of facility arrangement in small and medium auctions. Only one small auction kept buyers out of the ring at all times.

Large and medium auctions had a more definite policy for maintaining buyer support than did small auctions. Large and medium auctions considered fairness to all, satisfaction through good service, and sound public relations to be essential. Small auctions had no uniform policy and were more likely to grant discriminatory privileges to certain favored buyers to maintain buyer support.

#### **WEIGHING LIVESTOCK**

Different weighing policies were used by the auction markets for various classes of livestock. The three common methods of weighing were: (1) in-weights (weights taken as livestock are unloaded from the truck), (2) presale weights (weights taken before livestock goes into sales ring), (3) out-weights (weights taken after livestock is sold.)

Out-weights on cattle was the most common method of weighing for all auctions. Slaughter cattle, feeder cattle and calves, and cows were out-weighted at approximately 60 percent of the auctions, while presale weights were obtained at 25.0 percent of the auctions, and in-weights obtained at 15.0 percent of the auctions.

The methods of weighing calves was split between out-weights and in-weights with each method comprising 43.0 percent of the auctions. Presale weights were obtained at only 14.0 percent of the auctions.

For hogs and sheep and lambs, in-weights was the most common method of weighing in 57.0 percent of the auctions, while 25.0 percent of the auctions obtained out-weights, and 18.0 percent obtained presale

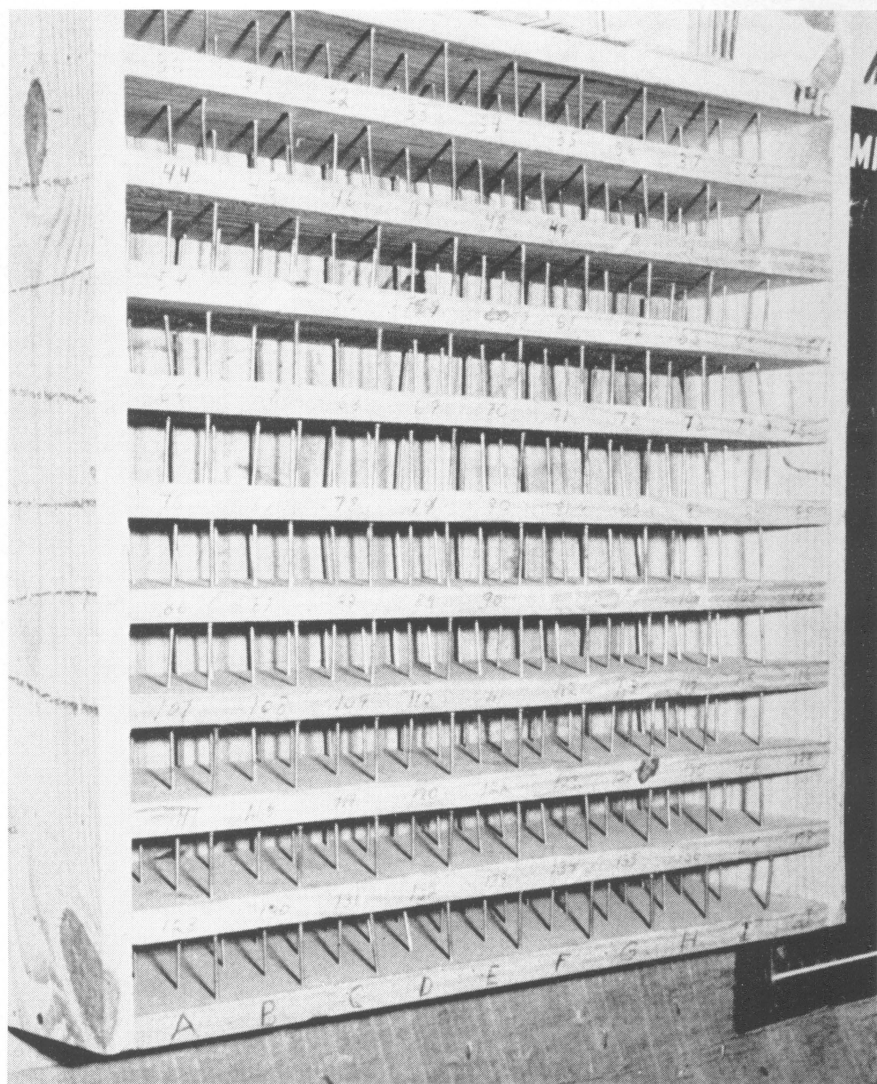


Fig. 19.—This is a special rack for filing weight tickets by pens as livestock is weighed.



weights. Most of the large and medium auctions used in-weights for hogs, and sheep and lambs to facilitate the sorting and grading process. Some of the small auction operators preferred out-weights because their buyers were more satisfied and the practice of filling the animals decreased.

The markets which obtained presale weights usually used this method of weighing for all classes of livestock. These auctions believed this method of weighing more truly represented the exact weight of the animals and took into account both shrinkage and fill.

The general policy was to give no feed and water before weighing the livestock except in certain situations. The feed and water privilege was used by most markets for animals that were held over for one night after the sale.

Among large auctions, scales were balanced every 4-12 drafts, or generally, every 20-30 minutes. Other policies used by the auctions for balancing scales were: balance after every pen, at the beginning of each day, every 10 drafts on cattle and on every large group of hogs. Generally speaking, greater care was exercised in proportion to the size of the auction.

The number of licensed weighers<sup>a</sup> ranged from two to eight in large auctions with three being the most common, while the most common number of weighers was two for medium auctions and one for small auctions.

Weighers performed various duties at the auctions. Some of the most common duties included: weighing, grading, yardmen, auctioneers, and clerks. The manager was often a weigher in many of the auctions.

As a general rule livestock should be honestly and accurately weighed. Close supervision should be maintained to insure the confidence of both consignors and buyers. A special rack for filing weight tickets by pens as livestock is weighed as shown in Figure 19.

## **CHARGES**

### **Commission (Charges)**

A varied assortment of charges were found among auction markets. For some markets the overall charge included the commission for selling, handling, feed, yardage, insurance, health, etc., while some of these items were omitted for other markets.

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<sup>a</sup>Ohio law requires weighmasters for livestock markets to be licensed.

Some markets assessed charges on a per head basis. In other cases, a percentage of the gross sales value was charged. Some markets used a combination of the percentage of gross sales and a per head basis, while others charged on a commission per head basis plus a yardage fee.

Replies from 53 markets reporting their commissions, showed that 18.9 percent assessed charges on per head basis, 5.6 percent used a percentage of gross sales, 43.4 percent used the combination of gross sales and per head basis, and 32.1 percent used a commission per head basis plus yardage fee.

When farmers select a market to sell their livestock, they should be acquainted with these different methods of charge assessments. It may mean more dollar returns to the livestock producer.

The four methods of assessment resulted in a wide range of charges for particular classes of livestock. Some of the auctions made reductions for large consignments, while other charged the same rate regardless of the size of consignment. No uniform procedure was followed. The following example illustrates the present charges in effect.

Example: (1) **Calf**—200 pounds @ \$30.00 = \$60.00 Gross Value

A. **Per Head**—(10 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
\$ .75	\$ .75	1
.80	.80	1
.50—1.00	.50—1.00	1
1.00	1.00	2
.75—1.50	.75—1.50	1
.75—2.25	.75—2.25	1
1.20	1.20	1
1.27	1.27	1
2.00	2.00	1

B. **Percent of Gross Sales**—(3 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
1 ½ %	\$ .90	1
2 %	1.20	2

C. **Per Head Plus Percent of Gross Sales**—(23 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
\$ .35 hd. & ½ of 1 %	\$ .65	2
.50 hd. & ½ of 1 %	.80	4
.70 hd. & ½ of 1 %	1.00	1
.75 hd. & ½ of 1 %	1.05	5
1.00 hd. & ½ of 1 %	1.30	2

Commission	Total Charge	No. of Markets
.25 hd. & 1 %	.85	1
.35 hd. & 1 %	.90	1
.40 hd. & 1 %	1.00	1
.50 hd. & 1 %	1.10	4
.60 hd. & 1 %	1.20	1
.75 hd. & 1½ %	1.35	1

D. **Per Head Plus Yardage**—(17 Markets)

Commission	Total Charge	No. of Markets
\$ .50 hd. & .15 yd.	\$ .65	1
.60 hd. & .25 yd.	.85	1
.75 hd. & .35 yd.	1.10	12
.80 hd. & .35 yd.	1.15	3

Example: **Straight Market Hog**—200 pounds @ \$20.00 = \$40.00

A. **Per Head**—(11 Markets)

Commission	Total Charge	No. of Markets
\$ .50	\$ .50	3
.55	.55	1
.60	.60	1
.77	.77	1
.75—1.00	.75—1.00	1
1.00	1.00	4

B. **Percent of Gross Sales**—(3 Markets)

Commission	Total Charge	No. of Markets
2 %	\$ .80	2
4 %	1.00 max.	1

C. **Per Head Plus Percent of Gross Sales**—(12 Markets)

Commission	Total Charge	No. of Markets
\$ .25 hd. & ½ of 1 %	.45	12
.30 hd. & ½ of 1 %	.50	2
.50 hd. & ½ of 1 %	.70	1
.20 hd. & 1 %	.60	2
.25 hd. & 1 %	.65	4
.40 hd. & 1½ %	1.00	1

D. **Per Head Plus Yardage**—(17 Markets)

Commission	Total Charge	No. of Markets
\$ .25 hd. & .10 yd.	\$ .35	1
.25 hd. & .15 yd.	.40	1
.30 hd. & .20 yd.	.50	15

Example: (1) **Cattle**—1000 pounds @ \$26.00 = \$260.00

A. **Per Head**—(13 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
\$1.50	\$1.50	1
1.70	1.70	1
1.50—2.50	1.50—2.50	1
2.00	2.00	2
2.25	2.25	1
2.50	2.50	4
3.00	3.00	2
3.02	3.02	1

B. **Percent of Gross Sales**—(3 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
1 ½ %	\$3.90	1
2 %	5.20	2

C. **Per Head Plus Percent of Gross Sales**—(22 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
\$1.00 hd. & ½ of 1 %	\$2.30	11
1.25 hd. & ½ of 1 %	2.55	3
1.00 hd. & 1 %	3.60	7
1.00 hd. & 1 ½ %	4.90	1

D. **Per Head Plus Yardage**—(17 Markets)

<b>Commission</b>	<b>Total Charge</b>	<b>No. of Markets</b>
\$1.00 hd. & .25 yd.	\$1.25	1
1.50 hd. & .40 yd.	1.90	1
1.45 hd. & .60 yd.	2.05	12
1.50 hd. & .75 yd.	2.25	3

The five small auctions which handled miscellaneous good indicated that their commission rates ranged from 5 to 15 percent, depending on the kind of merchandise involved.

The most common policy followed concerning the charging of commissions when no sale was made varied somewhat, according to the size of the auction. Most of the large and medium auctions still made the regular charge, but over half of the small auctions charged only half of the regular commission along with two large and three medium auctions. Two of the small auctions made no charges when a no sale was made, but two maintained the regular charge.

The auctions should attempt to standardize charges so that they will be more uniform to give the patron a clearer understanding of what is included.

#### **FEED CHARGES**

With few exceptions all of the auctions maintained feed charges, used mainly when livestock was held overnight. The majority of the markets charged on a cost-of-feed basis, although a few charged on a per head basis.

#### **INSURANCE**

All of the auction operators indicated they carried some insurance, but coverage varied considerably among markets. Fire, theft, death, and crippling were the most common types carried. Insurance charges in most cases were included in the commission charge, but not designated as such. A few markets charged a separate distinct insurance rate either on a per head basis or an amount per \$100.00 of gross sales.

The auctions should attempt to maintain standard or uniform charges. Too many items are "hidden" in charges that should be clearly defined, and too much variation occurs in the expenses for selling a particular class of livestock. The patrons should be given a clearer understanding of what they are paying for under the term "charges".

#### **AUCTION LOSSES**

Most of the markets suffered losses in varying degrees during 1950 and 1951. Normal losses were accredited to death, crippling, accounting errors, and bad checks. As a precaution, some auctions carried check insurance and some used a check writer. Only two of the small auctions, one medium auction, and three of the large auctions suffered no losses.

Losses in small auctions ranged from six with losses of less than \$250.00 to one with losses amounting to over \$7500.00.

Medium auctions had losses between \$250 and \$1500 with the concentration between \$250-\$500. One large auction had a loss in excess of \$1500.00, one had a loss close to \$1500.00, and two had losses between \$250-\$500 for the two year period.

## METHODS OF SETTLEMENT

**Between Seller and Auction.** All of the auctions indicated that settlement between the seller and the auction company took place on the day of the sale. In some markets the seller had the choice of either picking up his check personally or having it mailed, while some markets mailed all their checks on sale day which meant that, in most cases, the seller received his money the following day.

**Between Buyer and Auction.** Settlement between the buyer and the auction company occurred on the same day of the sale for nearly 30.0 percent of the auctions, while over 35.0 percent of the auctions allowed a credit time of one week for settlement. The remaining auctions all settled with their respective buyers within one week duration.

Checking the financial responsibility of buyers was an important phase of auction management. Practically every auction operator indicated that most losses were due to failure to maintain an adequate check of their buyers. Most auctions made a final check on an unknown buyer through his bank, securing a credit statement plus a personal description. A well-equipped modern office facilitates accurate record keeping, Figure 20.

## REGULATIONS

Ohio livestock auctions are regulated by the General Code of Ohio under Sections 1177-71 to 1177-83 inclusive, which includes the "Livestock Dealers Act". This act specifically sets forth the requirements to which all livestock markets must conform.

### ***Bonds:***

The minimum bond required is \$2,000.00 and the maximum is \$15,000.00. The amount of bond is based on the average daily value of the 10 largest business days the applicant had during the preceding 12 months. The bond must be with a surety company authorized to do business in this state, or with individual sureties, owning unencumbered real estate within the state of Ohio. Or, in lieu of a bond, a deposit may be made of the required amount in money or negotiable bonds of the United States of America.

In view of the fact that there are many cooperative livestock auctions in Ohio operating under one maximum surety bond of \$15,000 for each auction, it appears that the "Livestock Dealers Act" should be revised and modernized to require a sufficient bond to adequately cover their respective volumes of business. Bonding requirements should be brought in line with the Packer and Stockyard bonding provisions.



### **Fees:**

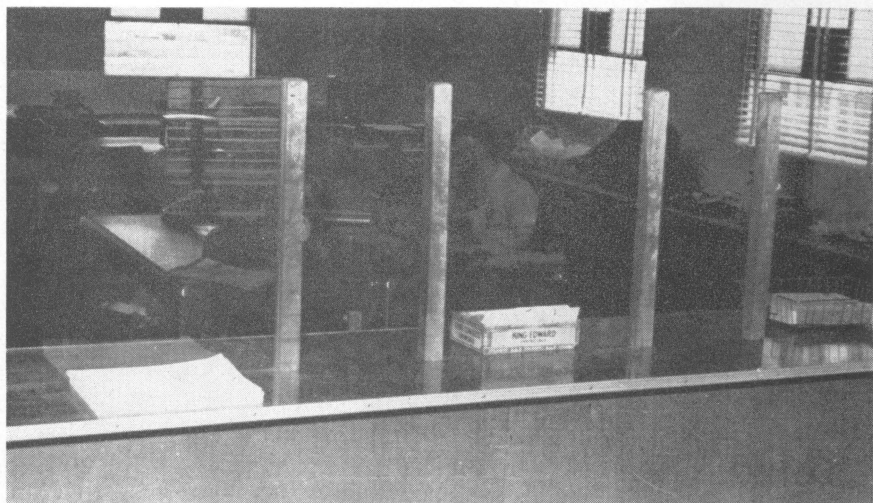
**License Fee.** Each livestock dealer or broker is required to pay a license fee by February first of each year. The amount of this fee is based on the number of carloads of livestock or the equivalent thereof, purchased, sold or exchanged, whichever is the greatest, during the preceding calendar year as follows for each place of business:

For 3 to 99 cars .....	\$10.00 Per Year
For 100 to 399 cars .....	15.00 Per Year
For 400 to 699 cars .....	25.00 Per Year
For 700 to 999 cars .....	40.00 Per Year
For 1000 or more cars .....	50.00 Per Year

Initial fee for commencing business \$10.00 per year

**Weigher's License.** Each livestock market maintaining and operating any weighing facilities must employ one or more licensed weighers. The weigher's license must be displayed in a conspicuous place on or adjacent to the weighing facility. The cost of a weigher's license is \$2.00 per year.

**Agent's License.** The term "agent" as used in Ohio means any person, firm, association, partnership or corporation buying or receiving or soliciting or negotiating the sale, resale, exchange, transfer of animals for or on behalf of any dealer or broker. No agent shall act for any



**Fig. 20.**—This is presented as an example of a modern well-equipped office. Accurate record keeping is facilitated by such an arrangement.

dealer or broker unless each dealer or broker is duly licensed, and has designated such agent to act in his behalf and notified the Department of Agriculture of the appointment of such agent. The amount of the agent's license is \$10.00 per year. The dealer or broker is accountable and responsible for contracts made by these agents.

### ***General Regulations***

Each market must:

1. File a **scale test certificate** with the Ohio Department of Agriculture showing the weighing facilities to be in satisfactory condition.
2. File a **certificate of inspection** showing the market facilities to be in a satisfactory sanitary condition.
3. Have an **approved veterinarian** inspect and direct the disinfection of all yards, premises, and vehicles.

### **PACKERS AND STOCKYARDS REGULATION**

Auctions with an area normally available for handling livestock, exclusive of runs, alleys or passageways, which is 20,000 or more square feet, come under the provisions of the Federal Packers and Stockyards Act passed in 1921. In 1952, there were 8 auction markets operating under the Packer and Stockyards Act in Ohio. All weighing facilities and veterinary inspection must be maintained and operated in accordance with rules and regulations of the United States Department of Agriculture.

### **INSPECTIONS**

All of the auction operators indicated that inspection was done by an approved veterinarian. The veterinarian was responsible for issuing health certificates and supervising cleaning and disinfecting. About half of the auction managers indicated they paid their veterinarians a weekly salary ranging from \$2 to \$10 plus the charges for treating livestock. The other managers stated the veterinarian received compensation solely from treating livestock.

Most auctions cleaned and disinfected pens after every sale, but some exceptions to this were: every other sale, every month, and whenever needed.

A greater use of concrete floors has facilitated the cleaning and disinfecting of pens. Some markets appeared to take great pride in their sanitation program, while others attempted merely to pass inspection.

## VACCINATION

All swine sold through an auction market, except those consigned directly to a designated slaughter establishment, or those having been previously immunized against hog cholera and accompanied by an official certificate covering such treatment, must be inspected and administered such treatment as deemed necessary by an authorized veterinarian.

All but one small auction operator indicated that the buyer paid for the vaccination of hogs. The charges for vaccination varied considerably among the auctions. The charge was established by the veterinarian and the entire compensation goes to him. Some markets set aside excellent facilities for the veterinarian to conduct his business, while in others it was a more or less hit and miss proposition.

At the time of this study, lack of uniform charges for varying dosages of hog serum raised considerable comment among auction patrons. In September, 1953, the state veterinarian of Ohio released a minimum dosage requirement with the amount of the dose based upon the weight of the hog. These charges and minimum dosages should be posted in a conspicuous place in the sales pavilion for both buyers and sellers to see. Very few markets were found to have these posted.

## CATTLE

Twelve market operators stated that the buyers paid for the Bang's Test, while eight operators indicated that the seller paid this cost, and eight operators indicated that it was optional between buyer and seller.

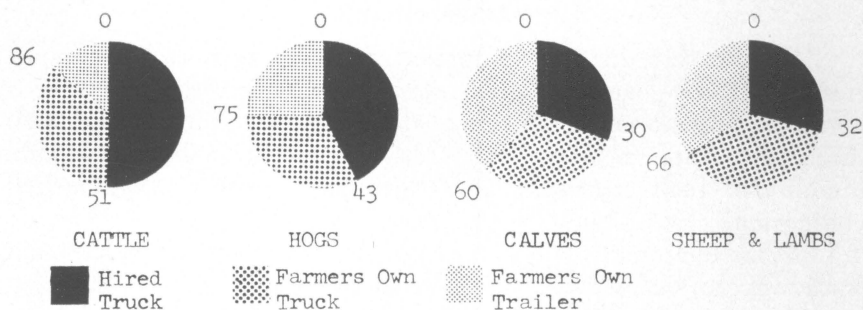
The charges for Bang's Test ranged from \$1.00 to \$2.00 per head, with 25.0 percent of the markets charging \$1.00, 21.0 percent charging \$1.50, 25.0 percent charging \$2.00, and the remaining charges falling within this range.

## RESTAURANTS

Restaurant service is provided by the auction company for the convenience of its patrons. Modern facilities, noted for sanitation and cleanliness, are a definite contribution to the operation of an auction, Figure 21.

## TRANSPORTATION OF LIVESTOCK TO AND FROM AUCTIONS

With few exceptions, all species of livestock were transported to the **auction markets** by truck rather than by rail, but one large market operator indicated that 50.0 percent of their lambs arrived by rail. Two large market operators stated that 10.0 percent of their feeder cattle and calves arrived in this manner.



**Chart 6.—Estimated percent of livestock received by truck or trailer, owned by farmers or hired by farmers at 28 livestock auction markets in Ohio, 1951.**

Transportation from the auctions was done primarily by truck with only three of the above four markets indicating any rail movement. A small amount of rail movement occurred occasionally in feeder livestock, lambs, hogs, and slaughter cattle.

The livestock received by type of truck is shown in Chart 6. The importance of hired truck, farmer owned truck, and farmer owned



**Fig. 21.—Some auctions provide restaurant service for the patrons. A modern layout of this type is a definite contribution to an auction.**

trailer varied with different classes of livestock. The hired truck was the most important type of transportation for cattle and hogs, with the farmer's own trucks important in calves, and sheep and lambs.

#### **AUCTION EXPENSES**

Detailed annual expense information was obtained from 4 small auctions, 8 medium auctions, and 7 large auctions. The medium and large auctions were separated into two categories: (1) those auctions open only one day per week, (2) and those markets functioning as concentration yards and auction markets, open five days per week.

Table 1 shows that salaries and wages comprised more than half of the total yearly expenses in 1950, ranging from 59.2 percent for the small auctions to 71.0 percent for the large auctions. Depreciation and repair of buildings, furniture, and fixtures was the second largest expense item, ranging from 3.5 percent in the small auctions to 6.8 percent in the medium auctions. The third largest item of expense was grouped under travel (auto, truck, maintenance, and depreciation), ranging from zero to 6.8 percent in the large auctions. Some markets included depreciation with repairs, while others included it with travel. Other items of expense were practically all less than 5.0 percent with little variation by size of market.

The average weekly total expenses for the small, medium and large auctions open one day per week revealed that the average weekly expenses for the medium auctions were 5.9 percent higher than the expenses for the small auctions, and the expenses for the large auctions were 11.8 percent higher than those for the small auctions.

The average weekly expenses for the medium auctions open five days per week were 10.7 percent higher than the medium auctions open one days per week. On the other hand the large auctions open five days per week had expenses 100.1 percent greater than those large markets open only one day per week.

Table 2 shows the expense per dollar value of livestock handled and the expense per hundred pounds of livestock handled by size of auctions for the year 1950.

These figures reveal wide variation in the expense per dollar value of livestock handled, ranging from 0.52 cents to \$2.15 cents. For the most part the expenses per dollar value of livestock increased slightly when a market was operating on a five day basis. Less variation of expenses occurred in the large auctions operating five days per week.

Chart 7 shows that for every million dollar increase in gross value of livestock handled, the expense per dollar value of livestock handled decreases eight hundredths of a cent.

TABLE 1.—Percentage Distribution of the Yearly Expenses by Size of Auction Market for the Year 1950

Expense	Small Auctions	Medium Auctions		Large Auctions	
	4 markets open 1 day per week	2 markets open 5 days per week	6 markets open 1 day per week	4 markets open 5 days per week	3 markets open 1 day per week
	Percent	Percent	Percent	Percent	Percent
Salaries and Wages	59.2	62.7	56.7	62.1	71.0
Advertising	4.5	2.2	2.4	1.4	4.5
Telephone and Telegraph	1.7	2.0	0.9	3.0	1.1
Rent, Heat, Light, Water	3.2	2.1	2.5	1.9	2.1
All Insurance	3.9	2.2	2.6	2.9	4.8
All Taxes	1.8	1.3	1.7	0.6	2.2
Doubtful Accounts and Adjustments	1.3	1.6	6.6	0.1	0.6
Depreciation and Repair—Buildings, Furniture, and Fixtures	3.5	5.7	6.8	4.2	4.9
Professional (Legal, Accounting, Bank)	2.4	0.5	2.6	0.2	1.0
Travel (Auto, Truck, Maintenance, Depreciation)	5.0	5.0	2.7	6.8	0.0
Office Supplies and Postage	3.5	2.8	3.5	3.3	3.6
Yard Expense (Feed, Bedding, Repair)	2.7	3.4	2.5	2.6	2.2
Losses (Dead and Cripples)	0.8	0.2	1.2	0.8	0.1
Director and Committee Fees	2.4	2.3	1.7	5.9	1.2
Miscellaneous (Car Dues, Interest, Veterinary, Donations, Outside Services, Retirement, Market Protection)	4.1	6.0	5.6	4.2	0.7
Total Percent	100.0	100.0	100.0	100.0	100.0
Average Weekly Expense	\$ 643.31	\$ 754.58	\$ 681.42	\$ 1,439.59	\$ 719.36
Average Yearly Expense	\$33,452.02	\$39,237.96	\$35,433.75	\$74,858.59	\$37,406.83



Expense Per Dollar  
Value of Livestock  
Handled

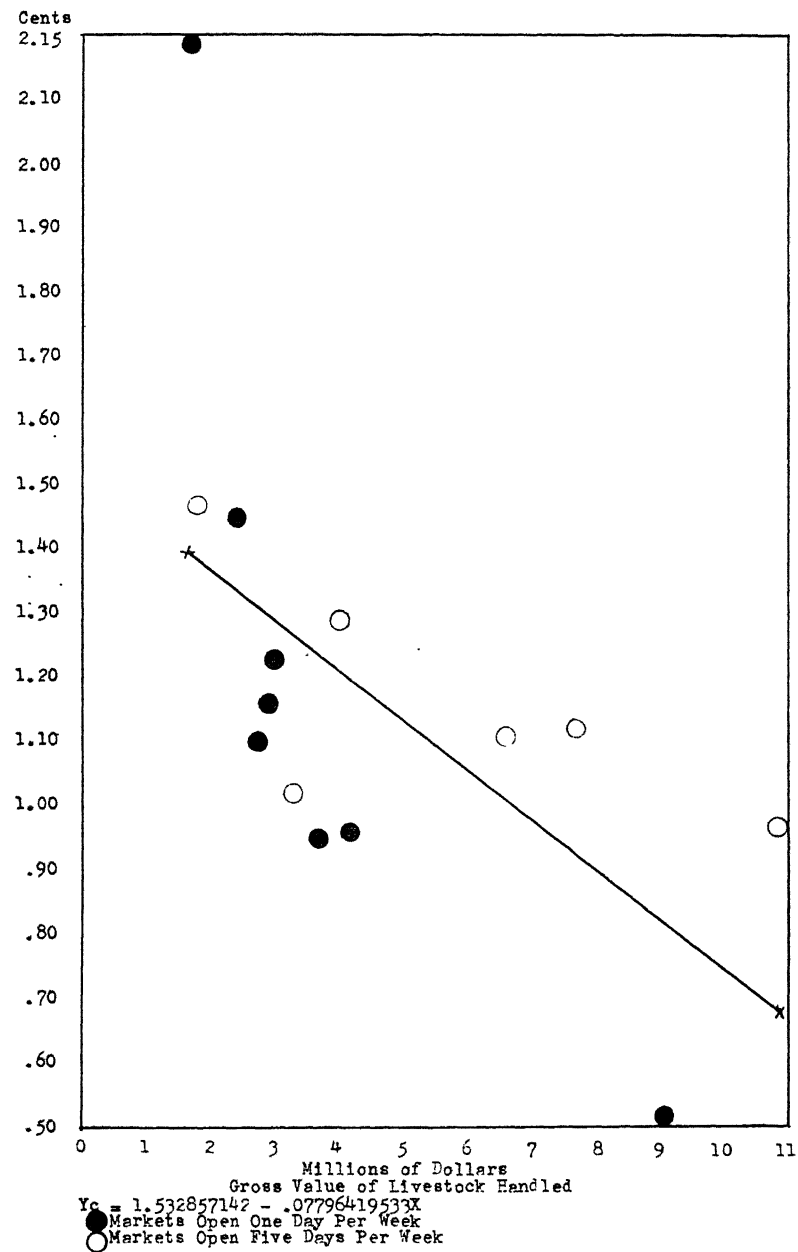


Chart 7.—Expense per dollar value of livestock handled and the gross value of livestock handled for 14 Ohio livestock auctions, 1950.

The expenses per hundred pounds of livestock handled reveal a somewhat lower pattern for some large auctions. This indicated the importance of maintaining a large volume of livestock. Without adequate volume, the expense per hundred pounds of livestock handled increases by a sizeable amount.

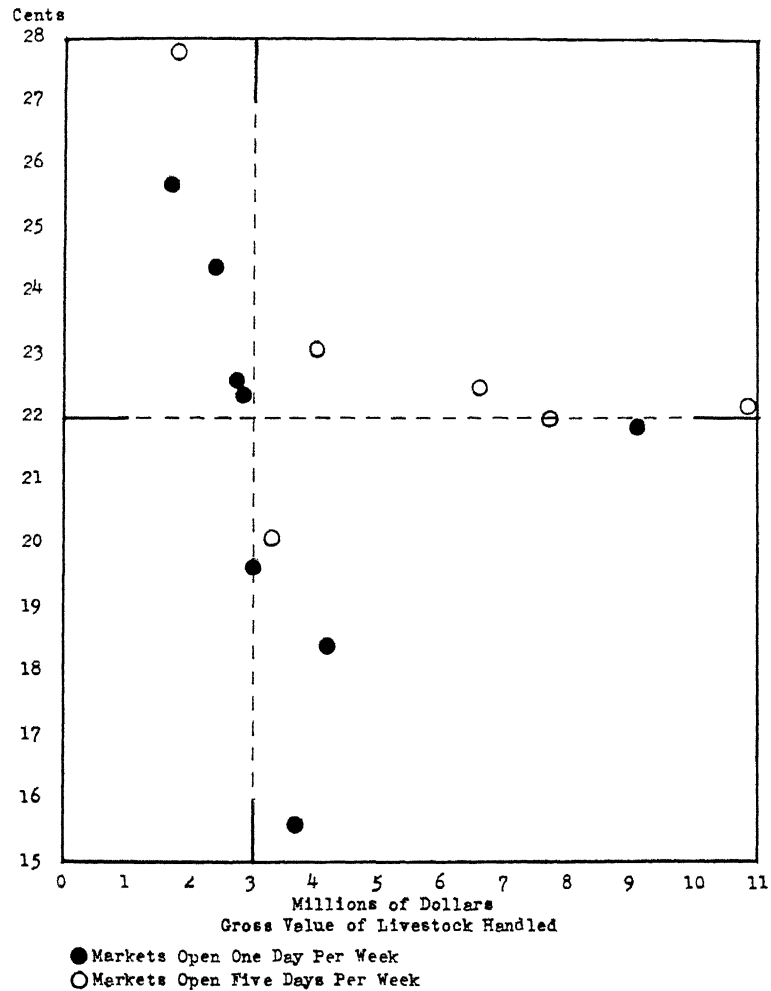
Chart 8 shows that in 1950 unless an auction market which is open one day per week had a gross value of livestock handled of at least

**TABLE 2.—Average Weekly Expenses, Expense per Dollar Value of Livestock Handled, and Expense per Hundred Pounds of Livestock Handled by Size of Auction, 1950**

Average Weekly Expenses	Expense per Dollar Value of Livestock Handled	Expense per Hundred Pounds of Livestock Handled
<b>Small Auctions</b>		
	<b>Cents</b>	<b>Cents</b>
Open 5 days weekly (2)		
(1) \$ 670.65	—	—
(2) 574.91	—	—
Open 1 day weekly (2)		
(3) \$ 649.59	1.16	22.4
(2) 678.08	1.45	24.4
<b>Medium Auctions</b>		
Open 5 days weekly (2)		
(1) \$ 992.38	1.29	23.1
(2) 516.78	1.47	27.8
Open 1 day weekly (6)		
(1) \$ 694.27	2.15	—
(2) 711.28	—	25.7
(3) 622.49	—	—
(4) 902.44	0.52	21.9
(5) 578.18	—	22.6
(6) 579.86	1.10	—
<b>Large Auctions</b>		
Open 5 days weekly (4)		
(1) \$2,023.20	0.97	22.2
(2) 1,414.71	1.11	22.5
(3) 1,666.10	1.12	22.0
(4) 654.35	1.02	20.1
Open 1 day weekly (3)		
(1) \$ 771.78	1.23	19.7
(2) 776.81	0.96	18.4
(3) 668.86	0.95	15.6

\$3,000,000 the expense per hundred pounds of livestock handled was over 22 cents. For those markets operating 5 days per week, the increased volume of livestock handled enabled all but two markets to hold their expenses per hundred pounds of livestock handled within 22.0 to 23.1 cents.

Expense Per Hundred  
Pounds of Livestock  
Handled



**Chart 8.—Expense per hundred pounds of livestock handled and the gross value of livestock handled for 14 Ohio livestock auctions, 1950.**

## **MONTHLY MOVEMENT OF LIVESTOCK THROUGH AUCTION SALE ONLY, 1950**

Often the question arises as to whether the volume of livestock handled by auctions is maintained on an even flow or comes in periodically. Table 3 shows that the livestock numbers moving through auction sales in 1950 maintained a rather steady rate of monthly volume. Certain months exhibited slight peaks such as the month of October for cattle and sheep and lambs, and the month of March for hogs.

By maintaining a constant or steady volume of livestock, auction managers can more carefully plan and organize their auction sales. A steady volume also helps insure a buyer clientele for every week of the year. Too many or too few livestock may cause prospective buyers to become discouraged in that they normally have certain required orders to fill in their buying operations. Percentage-wise there was little difference in volume movement by size of auction. In most cases as the monthly volume changed for large auctions it also changed correspondingly in the small and medium auctions.

### **COMPOSITION OF LIVESTOCK AUCTIONS**

The question often arises as to the composition of livestock auctions by classes of livestock. To answer this question the Ohio Agricultural Experiment Station analyzed two complete sales for each of 28 auctions in the sample. The second week in April, 1951, and the first week in October 1951, were the two periods selected. The data were secured for those respective periods, regardless of the day of the week on which the sale was held.

Table 4 (Page 55) shows that in the April sale, market hogs comprised 32.3 percent of the total volume, followed by calves with 17.3 percent and shoats and feeder pigs with 10.3 percent. In the October sale, market hogs again were the top class of livestock with 22.4 percent, but lambs were a close second with 22.0 percent. It is interesting to note that in addition to the above mentioned classes of livestock, all other classes tended to be of about equal importance in both the April and the October sales.

Taking the classes of livestock as a whole, all cattle and all hogs were of about equal importance in making up the volume of livestock handled by auction markets. In the October sale, the percentage volume of all cattle and all hogs decreased, with all sheep and lambs increasing from 9.3 to 26.4 percent. Horses and goats represented only a small percentage of the volume at any time.

**TABLE 3.—Monthly Volume of Livestock by Class for Two Small Auctions,  
Five Medium Auctions, and Seven Large Auctions, 1950  
(Through Auction Only)**

	Cattle			Calves		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
January	8.8	6.7	8.1	8.4	6.7	8.5
February	8.3	6.2	7.0	8.3	7.1	7.3
March	7.7	7.3	7.7	9.4	9.5	9.9
April	7.1	6.1	7.0	10.2	8.3	9.5
May	7.3	6.9	7.3	9.9	9.9	9.0
June	8.0	7.6	7.4	9.0	10.3	9.3
July	7.8	7.4	7.0	8.3	8.9	7.6
August	6.5	10.1	9.3	7.0	8.5	8.9
September	7.9	13.3	9.4	7.3	7.6	7.4
October	13.6	10.8	11.3	8.4	8.3	7.9
November	8.9	8.9	8.8	6.9	7.5	6.7
December	8.1	8.7	9.7	6.9	7.4	8.0
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number per head	9,443	45,383	109,080	9,843	30,533	52,476
Average No. per year per auction	4,722	9,076	15,583	4,922	6,107	7,497

	Hogs			Sheep and Lambs		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
January	9.6	8.0	9.3	8.8	9.4	8.2
February	8.8	7.7	6.9	6.5	6.1	4.2
March	10.2	9.7	9.8	7.0	6.6	5.1
April	9.2	8.8	8.7	8.5	4.7	4.9
May	9.8	9.6	9.2	7.6	3.9	6.1
June	7.8	7.8	8.7	5.1	3.7	3.1
July	7.0	6.6	6.8	3.5	5.2	4.2
August	5.8	7.7	7.9	5.1	11.1	10.5
September	8.0	7.4	7.3	9.6	13.4	15.3
October	9.7	7.7	8.5	14.5	14.4	16.5
November	7.3	10.2	7.7	13.3	12.7	11.1
December	6.8	8.8	9.2	10.5	8.8	10.8
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number per head	43,864	105,945	151,234	8,843	40,785	127,755
Average No. per year per auction	21,932	21,189	21,605	4,422	8,157	18,251

## **CLASS OF LIVESTOCK BOUGHT AND CONSIGNED BY TYPE OF BUYER AND CONSIGNOR**

### **ALL CATTLE AND CALVES**

Farmers consigned 81.0 percent of all cattle and calves to 28 auction markets Chart 9, each holding one sale in April and one sale in October, 1951. In certain individual classes of cattle and calves this percentage consigned by farmers ranged from 49.3 percent in the cow and calf to 88.3 percent in calves and deacons.<sup>4</sup> Dealers were the next most important consignor to the auction markets consigning 9.4 percent of all cattle and calves. By classes of livestock their contribution ranged from 3.6 percent in mixed steers and heifers to 24.3 percent in feeder cattle and calves. Some farmers acted in a dual role in that their particular line of work consisted of two phases, such as a farmer-dealer, indicating that they were farmers and also traders in livestock, (Table 6, Appendix).

On the buyers side for all cattle and calves, packers were the leading buyers with 39.0 percent, followed by order buyers with 17.0 percent, farmers with 15.2 percent, and dealers with 14.3 percent as shown in Chart 9.

By individual classes of cattle and calves the packer was the most important buyer of steers, heifers, cows, bulls, and calves and deacons. Farmers were the most important buyers of cow and calf, and feeder cattle and calves (Table 6, Appendix).

### **ALL HOGS**

Farmers consigned 86.0 percent of all the hogs going through 28 auction markets. By individual classes of hogs, farmers consigned 35.3 percent of the busts and 99.2 percent of the roughs. The remaining consignments were divided among the other types of consignors (Table 6, Appendix).

On the buyers side for all hogs, order buyers were the most important buyers with 28.1 percent, followed by dealers with 23.6 percent, and farmers with 20.9 percent. By individual classes of hogs, farmers were important buyers of sows and pigs, and shoats and feeder pigs, while packers and order buyers were most important in the buying of market hogs, sow, roughs, busts, boars, and stags (Table 6, Appendix).

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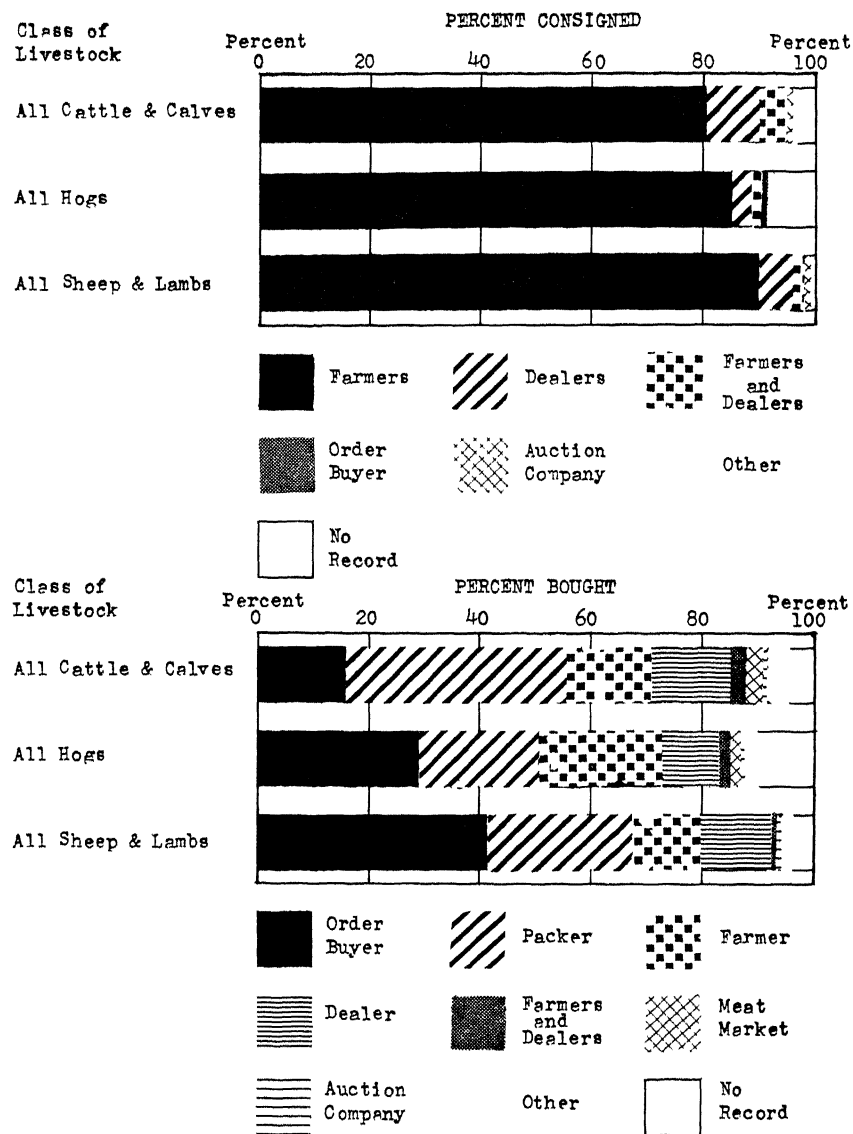
<sup>4</sup>A deacon calf is defined as a young, immature calf, not suitable for human consumption.

## ALL SHEEP AND LAMBS

Farmers were the chief consignors of all sheep and lambs, consigning 89.5 percent to 28 auction markets. The leading buyers of all sheep and lambs were order buyers and packers, together accounting for over 67.0 percent of all sheep and lambs bought.

**TABLE 4.—Percentage Distribution of the Composition of 28  
Auction Markets by Class of Livestock for a Sale Held  
in April and October, 1951**

Class of Livestock	April Sale		October Sale	
	No.	Percent	No.	Percent
<b>Cattle</b>				
Steers	978	5.4	1,194	5.8
Heifers	903	4.9	912	4.4
Mixed steers and heifers	182	1.0	387	1.8
Cows	1,730	9.5	1,680	8.1
Bulls	491	2.7	463	2.2
Calves	3,173	17.3	2,681	13.0
Cow and calf	95	0.5	31	0.2
Feeder cattle and calves	297	1.6	472	2.3
Sub Total	7,849	42.9	7,811	37.8
<b>Hogs</b>				
Hogs	5,910	32.3	4,612	22.4
Sows	546	3.0	488	2.4
Sow and pigs	54	0.3	25	0.1
Roughs	0.0	0.0	130	0.6
Bust	8	0.1	9	0.1
Shoats and feeder pigs	1,888	10.3	1,819	8.8
Boars	247	1.4	181	0.9
Stags	11	0.1	3	0.0
Sub Total	8,664	47.5	7,267	35.3
<b>Sheep</b>				
Lambs	1,327	7.3	4,545	22.0
Ewes	162	0.9	647	3.1
Bucks	35	0.2	82	0.4
Mixed ewes and bucks	162	0.9	149	0.7
Feeder sheep	0.0	0.0	34	0.2
Sub Total	1,686	9.3	5,457	26.4
<b>Horses, Mules, Ponies</b>	37	0.2	81	0.4
<b>Goats</b>	9	0.1	7	0.1
<b>Total</b>	<b>18,245</b>	<b>100.0</b>	<b>20,623</b>	<b>100.0</b>



**Chart 9.—Percentage of livestock bought and consigned by 28 live-stock auctions in Ohio by type of buyer and consignor for a sale held in April and October, 1951.**



## MILEAGE CLASSIFICATION OF LIVESTOCK BOUGHT AND CONSIGNED BY CLASS OF LIVESTOCK

### ALL CATTLE AND CALVES

More than 70.0 percent of all cattle and calves consigned to 28 auction markets, each holding one sale in April and one sale in October, 1951, came to the auctions from within a radius of 25 miles or less and 90.0 percent was consigned within a radius of 50 miles or less, Chart 10. For individual classes of cattle and calves these percentages ranged from 47.9 percent in feeder cattle and calves to 77.5 percent in calves and deacons consigned within a radius of 25 miles or less. The range in percentage for consignments within a radius of 50 miles or less varied from 83.4 percent in the cow with calf classification to 94.6 percent in cutter and canner cows, (Table 7, Appendix).

Only a small percentage of all cattle and calves were consigned to these markets from over 100 miles. Feeder cattle and calves led the individual classes of cattle with 1.8 percent consigned from over 100 miles.

On the other hand the buyers of all cattle and calves presented an entirely different picture, Chart 10. Only 37.7 percent were purchased under 25 miles, and 64.8 percent under 50 miles. Results show that over 30.0 percent of all cattle and calves were purchased by buyers over 50 miles from the auction markets with nearly 13.0 percent going over 100 miles. By individual classes of cattle and calves it should be pointed out that nearly 10.0 percent more steers went to buyers over 100 miles than in any class of cattle (Table 7, Appendix).

### ALL HOGS

The consignment of **all hogs** revealed that about 80.0 percent were consigned to the markets under 25 miles. This represents about 10 percent more than for **all cattle and calves**. When **all hogs** are compared to **all cattle and calves**, the consignments revealed that approximately 90.0 percent came from within a radius of 50 miles or less (Table 7, Appendix).

The buyers side for all hogs showed a similar trend with the consignors of hogs with about 10.0 percent more being purchased by buyers under 25 miles and only 5.6 percent going over 100 miles.

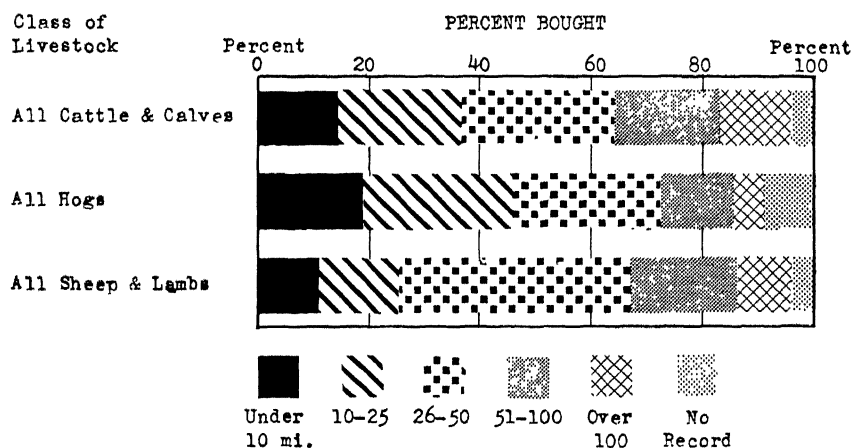
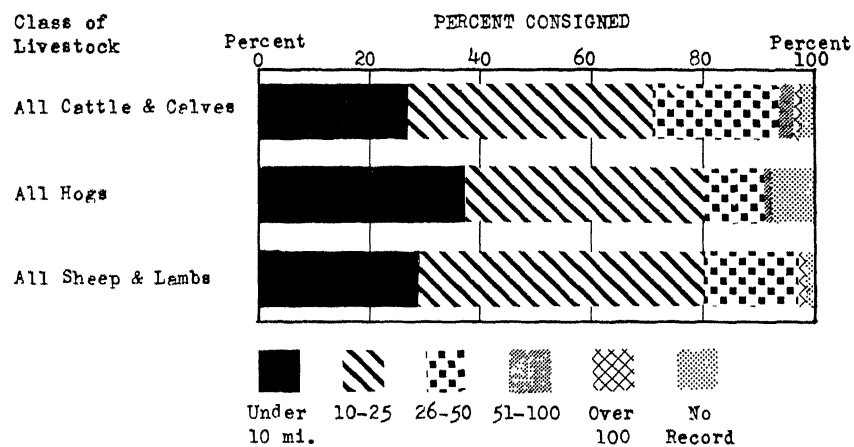


Chart 10.—Percent of livestock bought and consigned at varying distances to 28 livestock auctions in Ohio for a sale held in April and October, 1951.

## ALL SHEEP AND LAMBS

Sheep and lamb consignments were very similar to the consignments of all hogs, but the main difference occurred on the buyers side with 41.5 percent of all sheep and lambs purchased by buyers located from 26 to 50 miles from the markets. The buyers of all sheep and lambs located over 100 miles comprised 10 percent of the total sheep and lamb volume (Table 7, Appendix).

### DISTRIBUTION OF CLASSES OF LIVESTOCK ACCORDING TO PRICE INTERVALS

Quite often when one reads a market report in the newspaper or listens to a report over the radio, the general impression is given that the bulk of the livestock has sold for the highest price quoted for a particular class of livestock. This impression is misleading because, generally speaking, the bulk of the livestock is sold at a price considerably lower than the highest price.

The price distribution analysis of two sales each for 28 auctions markets is shown in Table 5. This table reveals that the price distribution of steers in the small auctions tended to follow the distribution of steers in the large auctions, rather than the medium sized auctions. Further analysis shows that a greater percentage of steers received a higher price (\$34.00 and over) in the large auctions than in the small and medium auctions.

The price distribution of heifers on the other hand followed a similar pattern for all the auctions with the greatest percentage of animals concentrated between \$25.00 and \$29.99.

Cows, bulls, and calves showed a wide range in the price distribution for all auctions with little differences by auction size (Table 8, Appendix).

A greater percentage of the hogs in the large auctions sold at higher prices than in the small and medium auctions. In the April sale 64.6 percent of the hogs in the large auctions sold between \$21.00 and \$21.49. Sows and lambs tended to follow similar price distributions for all markets (Table 8, Appendix).

The average prices and ranges in price per hundredweight for various classes of livestock by size of auction for two sales held in April and October, 1951, are shown in Table 9, Appendix.

**TABLE 5.—Percentage Distribution of the Classes of Livestock Based  
on Price Intervals for 28 Auction Markets in Ohio for a  
Sale Held in April and October, 1951**

Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
<b>STEERS</b>						
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	0.0	5.3	0.1	0.0	1.5	1.0
20—24.99	0.4	11.6	0.9	6.9	16.3	3.2
25—29.99	10.2	25.3	13.5	38.8	40.7	31.1
30—31.99	20.7	13.7	16.5	14.6	14.7	18.4
32—33.99	45.1	16.8	33.5	23.7	10.9	23.0
34—34.99	12.6	6.3	16.8	7.8	2.9	6.9
35—39.99	11.0	21.0	18.1	8.2	13.0	15.8
40 and up	0.0	0.0	0.6	0.0	0.0	0.6
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	246	95	823	232	339	710
<b>HEIFERS</b>						
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	0.7	5.6	1.4	4.2	2.3	1.7
20—24.99	13.1	25.0	11.2	32.6	37.6	19.5
25—29.99	46.3	43.8	37.3	47.9	44.5	50.0
30—31.99	19.4	10.6	12.0	5.8	8.3	8.3
32—33.99	12.3	7.5	20.1	7.9	5.0	12.5
34—34.99	3.7	3.1	9.2	1.6	0.5	5.3
35—39.99	4.5	4.4	8.6	0.0	1.8	2.7
40 and up	0.0	0.0	0.2	0.0	0.0	0.0
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	268	160	499	190	218	472

**TABLE 6.—Percentage of Livestock BOUGHT AND CONSIGNED by 28 Livestock Auctions in Ohio by Type of Buyer and Consignor for a Sale Held in April and October, 1951**

Class of Livestock		Type of Buyer and Consignor										
		No. head	Farmer	Dealer	Farmer dealer	Order Buyer	Packer	Meat market	Other	Auction Co.	No record	Total percent
19	Steers											
			Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
	Consigned	2,172	81.9	8.1	4.1	0.3	0.1	0.2	0.5	1.7	3.1	100.0
	Bought	2,172	15.2	14.0	3.9	8.7	47.2	4.7	4.2	0.1	2.0	100.0
	Heifers											
	Consigned	1,815	71.0	12.0	8.2	0.4	0.9	0.3	1.7	1.3	4.2	100.0
	Bought	1,815	18.3	17.9	4.6	7.3	36.6	5.6	5.1	0.4	4.2	100.0
	Mixed Steers and Heifers											
	Consigned	560	74.9	3.6	12.1	0.0	0.0	0.0	1.4	0.0	8.0	100.0
	Bought	560	12.3	29.0	7.2	16.2	18.4	4.3	4.6	0.0	8.0	100.0
	Cows											
	Consigned	3,410	80.3	12.1	5.3	0.1	0.1	0.1	0.1	0.4	1.5	100.0
	Bought	3,410	6.9	11.6	2.6	13.8	51.9	3.2	6.0	0.0	4.0	100.0
	Bulls											
	Consigned	954	74.7	10.4	7.9	0.6	0.6	0.2	0.7	1.8	3.1	100.0
	Bought	954	17.4	13.2	5.2	5.7	43.0	7.0	4.6	0.7	3.2	100.0
Calves and Deacons												
Consigned	5,854	88.3	5.7	2.5	0.2	0.1	0.1	0.2	0.1	2.8	100.0	
Bought	5,854	15.6	11.5	1.6	28.6	33.9	1.0	5.5	0.3	2.0	100.0	
Cow and Calf												
Consigned	126	49.3	23.8	19.0	0.0	0.8	0.8	0.0	0.0	6.3	100.0	
Bought	126	50.8	12.7	10.3	11.9	4.0	0.8	1.6	0.0	7.9	100.0	

Class of Livestock	No. head	Type of Buyer and Consignor									
		Farmer	Dealer	Farmer dealer	Order Buyer	Packer	Meat market	Other	Auction Co.	No record	Total percent
		Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
<b>Feeder Cattle and Calves</b>											
Consigned	769	67.0	24.3	4.2	0.0	0.0	0.0	0.0	0.0	4.5	100.0
Bought	769	35.7	30.4	5.1	5.6	17.0	1.7	0.3	0.7	3.5	100.0
<b>Sub Total—All Cattle and Calves</b>											
Consigned	15,660	81.0	9.4	4.9	0.2	0.2	0.1	0.5	0.6	3.1	100.0
Bought	15,660	15.2	14.3	3.1	17.0	39.0	3.0	5.0	0.3	3.1	100.0
<b>Market Hogs</b>											
Consigned	10,541	86.3	1.5	1.7	0.2	0.0	0.1	0.1	0.3	9.8	100.0
Bought	10,541	6.7	7.4	2.6	33.5	31.6	2.0	3.7	1.1	11.4	100.0
<b>Sows</b>											
Consigned	1,034	85.8	4.0	2.6	1.3	0.0	0.4	0.2	0.0	5.7	100.0
Bought	1,034	5.3	14.0	3.0	43.7	20.2	4.5	1.6	0.2	7.5	100.0
<b>Sow and Pigs</b>											
Consigned	79	84.8	2.5	2.5	0.0	0.0	0.0	0.0	0.0	10.2	100.0
Bought	79	43.0	25.2	12.7	12.7	0.0	0.0	0.0	5.1	1.3	100.0
<b>Roughs</b>											
Consigned	130	99.2	0.0	0.8	0.0	0.0	0.0	0.0	0.0	0.0	100.0
Bought	130	3.8	1.5	0.0	66.9	21.5	0.8	3.2	0.0	2.3	100.0
<b>Busts</b>											
Consigned	17	35.3	35.3	0.0	11.8	0.0	0.0	0.0	0.0	17.6	100.0
Bought	17	11.8	5.9	0.0	58.8	23.5	0.0	0.0	0.0	0.0	100.0
<b>Boars</b>											
Consigned	428	81.4	5.1	3.5	6.5	0.0	0.0	1.4	0.2	1.9	100.0
Bought	428	22.2	18.0	3.5	39.7	11.7	0.7	2.8	0.0	1.4	100.0
<b>Stags</b>											
Consigned	14	92.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	7.1	100.0
Bought	14	14.3	28.6	0.0	28.6	21.4	0.0	0.0	0.0	7.1	100.0
<b>Shoats and Feeder Pigs</b>											
Consigned	3,688	85.4	7.9	2.4	1.4	0.1	0.0	0.0	0.1	2.7	100.0
Bought	3,688	65.9	15.2	3.5	5.4	3.6	0.5	1.6	0.7	3.6	100.0

Class of Livestock		Type of Buyer and Consignor									
	No. head	Farmer	Dealer	Farmer dealer	Order Buyer	Packer	Meat market	Other	Auction Co.	No record	Total percent
<b>Sub Total—All Hogs</b>		Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent	Percent
Consigned	15,931	86.0	3.3	1.9	0.7	0.1	0.1	0.1	0.2	7.6	100.0
Bought	15,931	20.9	10.0	2.9	28.1	23.6	1.7	3.0	0.9	8.9	100.0
<b>Lambs</b>											
Consigned	5,869	90.4	6.0	2.4	0.1	0.0	0.0	0.1	0.6	0.4	100.0
Bought	5,869	9.1	10.9	1.0	46.3	26.1	0.3	1.2	1.0	4.1	100.0
<b>Ewes</b>											
Consigned	809	88.9	5.7	1.4	0.6	0.0	0.0	0.1	1.1	2.2	100.0
Bought	809	19.7	31.1	2.2	20.1	23.5	0.2	0.2	1.1	1.9	100.0
<b>Bucks</b>											
Consigned	105	63.8	10.5	9.5	0.0	0.0	0.0	0.0	0.0	16.2	100.0
Bought	105	12.4	22.9	1.0	36.0	14.3	2.9	5.7	0.0	4.8	100.0
<b>Mixed Ewes and Bucks</b>											
Consigned	326	82.8	4.0	0.0	0.0	0.0	0.0	0.0	0.0	13.2	100.0
Bought	326	31.7	8.9	1.8	12.9	28.8	0.0	5.5	0.0	10.4	100.0
<b>Feeder Sheep and Lambs</b>											
Consigned	34	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	100.0
Bought	34	100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	100.0
<b>Sub Total—All Sheep and Lambs</b>											
Consigned	7,143	89.5	5.9	2.3	0.2	0.0	0.0	0.1	0.6	1.4	100.0
Bought	7,143	11.8	13.2	1.2	41.5	25.6	0.3	1.4	0.9	4.1	100.0
<b>Horses, Mules, Ponies</b>											
Consigned	118	71.3	16.9	5.1	0.0	0.0	0.0	0.0	2.5	4.2	100.0
Bought	118	37.4	36.4	0.8	1.7	0.0	0.0	5.9	0.0	0.0	100.0
<b>Goats</b>											
Consigned	16	93.8	0.0	6.2	0.0	0.0	0.0	0.0	0.0	0.0	100.0
Bought	16	12.5	18.8	0.0	56.2	12.5	0.0	0.0	0.0	0.0	100.0

**TABLE 7.—Percentage of Livestock Bought and Consigned at Varying Distances to 28 Livestock Auctions in Ohio for a Sale Held in April, 1951 and Another in October, 1951**

Class of livestock	No. head	Distance in Miles						Total
		Under 10	10-25	26-50	51-100	Over 100	No record	
		Percent	Percent	Percent	Percent	Percent	Percent	Percent
<b>Steers</b>								
Consigned	2,172	23.7	40.8	27.9	4.3	0.1	3.2	100.0
Bought	2,172	14.8	18.3	25.8	16.3	22.5	2.3	100.0
<b>Heifers</b>								
Consigned	1,815	26.2	41.8	22.0	3.5	0.9	5.6	100.0
Bought	1,815	15.2	27.7	22.6	15.9	14.2	4.4	100.0
<b>Mixed Steers and Heifers</b>								
Consigned	560	37.0	36.4	17.9	0.2	0.5	8.0	100.0
Bought	560	14.6	29.9	23.9	12.5	11.1	8.0	100.0
<b>Cows</b>								
Consigned	3,410	27.7	41.6	25.3	3.5	0.4	1.5	100.0
Bought	3,410	12.2	21.9	28.3	19.8	11.8	6.0	100.0
<b>Bulls</b>								
Consigned	954	26.6	48.5	18.1	3.1	0.6	3.1	100.0
Bought	954	18.0	29.8	24.2	13.8	10.7	3.5	100.0
<b>Calves and Deacons</b>								
Consigned	5,854	30.3	47.2	16.8	2.1	1.1	2.5	100.0
Bought	5,854	13.4	21.7	30.1	22.5	10.1	2.2	100.0
<b>Cows and Calf</b>								
Consigned	126	21.4	32.6	29.4	10.3	0.0	6.3	100.0
Bought	126	13.5	41.3	21.4	11.1	0.8	11.9	100.0
<b>Feeder Cattle and Calves</b>								
Consigned	769	11.4	36.5	37.1	8.8	1.8	4.4	100.0
Bought	769	16.0	39.1	30.7	9.2	12.4	2.6	100.0
<b>Sub Total—All Cattle and Calves</b>								
Consigned	15,660	27.3	43.6	22.0	3.3	0.7	3.1	100.0
Bought	15,660	14.0	23.7	27.1	18.7	12.8	3.7	100.0
<b>Market Hogs</b>								
Consigned	10,541	36.8	41.9	10.6	0.5	0.2	10.0	100.0
Bought	10,541	12.8	22.0	29.3	17.0	6.8	12.1	100.0
<b>Sows</b>								
Consigned	1,034	32.2	50.4	9.6	0.5	0.9	6.4	100.0
Bought	1,034	15.1	35.7	22.0	13.4	5.3	8.5	100.0
<b>Sow and Pigs</b>								
Consigned	49	35.4	34.2	20.3	0.0	0.0	10.1	100.0
Bought	49	43.0	11.4	34.2	7.6	2.5	1.3	100.0



Class of livestock	No. head	Distance in Miles					No record	Total
		Under 10	10-25	26-50	51-100	Over 100		
<b>Roughs</b>								
Consigned	130	19.2	68.5	12.3	0.0	0.0	0.0	100.0
Bought	130	29.2	53.1	3.1	12.3	0.0	2.3	100.0
<b>Busts</b>								
Consigned	17	29.4	29.4	11.8	0.0	0.0	29.4	100.0
Bought	17	11.8	41.2	23.5	17.6	0.0	5.9	100.0
<b>Boars</b>								
Consigned	428	27.8	47.9	19.4	2.8	0.2	1.9	100.0
Bought	428	18.5	22.7	28.7	18.7	4.3	1.4	100.0
<b>Stags</b>								
Consigned	14	42.9	50.0	0.0	0.0	0.0	7.1	100.0
Bought	14	21.4	7.1	28.7	21.4	7.1	14.3	100.0
<b>Shoats and Feeder Pigs</b>								
Consigned	3,688	37.5	43.6	12.4	1.5	0.5	4.5	100.0
Bought	3,688	32.6	42.2	16.8	2.5	2.1	3.8	100.0
<b>Sub Total—All Hogs</b>								
Consigned	15,931	36.3	43.1	11.3	0.8	0.3	8.2	100.0
Bought	15,931	18.0	27.8	25.7	13.4	5.6	9.5	100.0
<b>Lambs</b>								
Consigned	5,869	28.5	53.0	16.0	0.3	1.6	0.6	100.0
Bought	5,869	9.5	11.5	44.4	21.3	9.2	4.1	100.0
<b>Ewes</b>								
Consigned	809	26.0	43.7	25.7	1.6	0.2	2.8	100.0
Bought	809	15.2	28.4	32.4	12.2	9.3	2.0	100.0
<b>Bucks</b>								
Consigned	105	35.3	31.4	17.1	0.0	0.0	13.2	100.0
Bought	105	13.3	15.2	32.4	25.7	8.6	4.8	100.0
<b>Mixed Ewes and Bucks</b>								
Consigned	326	9.2	56.7	20.9	0.0	0.0	0.0	100.0
Bought	326	13.2	25.5	21.2	2.5	27.2	10.4	100.0
<b>Feeder Sheep and Lambs</b>								
Consigned	34	70.6	29.4	0.0	0.0	0.0	0.0	100.0
Bought	34	100.0	0.0	0.0	0.0	0.0	0.0	100.0
<b>Sub Total—All Sheep and Lambs</b>								
Consigned	7,143	27.6	51.8	17.2	0.4	1.3	1.7	100.0
Bought	7,143	10.8	14.1	41.5	19.4	10.0	4.2	100.0
<b>Horses, Mules, and Ponies</b>								
Consigned	118	22.9	25.6	23.7	5.1	0.0	12.7	100.0
Bought	118	13.6	31.4	35.5	1.7	0.0	17.8	100.0
<b>Goats</b>								
Consigned	16	37.5	62.5	0.0	0.0	0.0	0.0	100.0
Bought	16	6.3	0.0	87.5	0.0	0.0	0.0	100.0

**TABLE 8.—Percentage Distribution of the Classes of Livestock Based on Price Intervals for 28 Auction Markets in Ohio for a Sale Held in April and October, 1951**

CALVES						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	4.7	1.9	3.2	9.8	2.7	11.6
20—24.99	5.9	2.2	6.5	6.5	7.6	7.8
25—29.99	17.9	23.5	14.5	16.0	19.5	10.1
30—34.99	24.4	23.9	17.1	24.7	22.0	24.1
35—36.99	13.5	11.3	23.1	9.5	15.5	14.7
37—38.99	19.7	25.5	26.7	15.6	17.7	25.6
39—39.99	6.8	8.3	5.9	9.8	6.9	4.1
40 and up	7.1	3.4	3.0	8.1	8.1	2.0
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	800	929	918	620	987	835

COWS						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	8.3	8.6	10.1	32.4	37.3	16.6
20—21.99	15.9	14.9	16.1	29.0	23.9	18.5
22—23.99	23.9	26.9	29.0	27.4	24.2	25.1
24—24.99	15.6	16.1	13.3	3.7	5.5	14.2
25—26.99	21.1	21.7	19.5	5.8	6.1	14.6
27—28.99	7.6	6.8	9.2	1.7	1.5	8.7
29—29.99	1.6	1.6	2.2	0.0	0.2	1.8
30 and up	6.0	3.4	0.6	0.0	1.3	0.5
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	435	442	692	241	528	837

**TABLE 8.—Percentage Distribution of the Classes of Livestock Based on Price Intervals for 28 Auction Markets in Ohio for a Sale Held in April and October, 1951—Continued**

<b>BULLS</b>						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	0.0	1.1	3.2	3.6	3.1	1.0
20—24.99	5.2	9.7	11.5	28.2	22.7	20.6
25—26.99	9.7	12.9	9.4	28.2	39.8	23.2
27—28.99	14.9	15.0	18.8	16.4	21.1	23.7
29—29.99	10.5	17.2	11.0	9.1	7.0	12.9
30—32.99	50.0	39.8	37.2	9.1	4.7	11.9
33—34.99	6.7	4.3	4.2	3.6	0.8	5.2
35 and up	3.0	0.0	4.7	1.8	0.8	1.5
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	134	93	191	110	128	194

<b>HOGS</b>						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$18—	0.5	3.1	0.8	0.4	0.5	0.5
18—18.99	0.4	2.7	0.6	0.6	0.7	0.7
19—19.99	7.7	4.0	3.1	0.8	1.7	1.2
20—20.49	17.5	15.8	11.4	0.8	2.3	1.4
20.50—20.99	37.6	40.6	19.5	1.2	42.4	5.4
21—21.49	21.0	29.1	64.6	9.2	9.1	6.6
21.50—21.99	7.5	4.2	0.0	44.7	17.8	52.7
22—22.49	7.4	0.2	0.0	24.1	13.2	20.4
22.50—22.99	0.4	0.0	0.0	11.8	6.4	11.1
23 and up	0.0	0.3	0.0	6.4	5.9	0.0
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	1,809	2,268	1,520	1,049	1,668	1,491

**TABLE 8.—Percentage Distribution of the Classes of Livestock Based on Price Intervals for 28 Auction Markets in Ohio for a Sale Held in April and October, 1951—Continued**

SOWS						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$16—	5.3	1.4	10.3	1.5	3.0	4.1
16—16.99	3.8	2.9	6.2	2.2	17.7	7.2
17—17.99	36.8	41.5	24.2	40.3	31.9	25.8
18—18.99	36.1	41.5	49.0	38.1	36.2	32.6
19—19.99	13.5	8.3	10.3	13.4	8.2	9.9
20 and up	4.5	4.4	0.0	4.5	3.0	20.4
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	133	205	194	134	232	221

LAMBS						
Price per hundred weight	April Sale			October Sale		
	Size of Auction			Size of Auction		
	Small	Medium	Large	Small	Medium	Large
	Percent	Percent	Percent	Percent	Percent	Percent
Under \$20—	4.5	1.9	15.6	0.3	3.1	2.4
20—24.99	14.2	7.4	9.8	6.5	4.6	2.1
25—29.99	42.3	52.5	22.9	53.9	22.5	34.0
30—34.99	38.2	19.7	45.2	39.3	69.7	61.5
35—39.99	0.4	18.5	6.5	0.0	0.1	0.0
40 and up	0.4	0.0	0.0	0.0	0.0	0.0
Total percent	100.0	100.0	100.0	100.0	100.0	100.0
Total number	267	162	694	295	1,363	3,001

**TABLE 9.—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>STEERS</b>									
100—299	\$ ———	——	\$ ———	——	\$ ———	——	\$ ———	\$ ———	\$28.00 40.00
300—499	30.45	2 0	25.63	6.3	32.78	5.6	23.00 34.75	11.50 33.75	26.50 36.90
500—699	30.73	6 1	28.54	26.3	32.90	12.2	27 00 34.50	21.00 33.50	25.00 39.00
700—899	32.25	37.0	29.07	34.7	32.80	37.6	26.25 36.90	18.25 34.30	18.00 36.60
900—1099	32.75	39 5	34.01	22.1	33.71	33.0	28.10 36.90	22.70 36.80	25.40 38.10
1100—1299	33.87	13.8	33.43	9.5	33.09	10.4	30.00 38.65	24.25 37.00	23.10 38.30
1300—1499	33.72	1.6	36.20	1.1	34.30	0.2	33.00 34.10	—— 36.20	—— 34.30
1500 and up	——	——	——	——	30.00	0.2	——	——	30 00
Total percent	——	100.0	——	100.0	——	100.0	——	——	——
Average price	32.57	——	30.29	——	33.15	——	23.00 38.65	11.50 37.00	18.00 40 00

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>STEERS</b>									
100—299	\$32.42	1.3	\$27.50	1.2	\$34.56	0.6	\$31.50 33.00	\$23.50 32.50	\$33.00 35.25
300—499	28.54	11.6	29.91	10.9	31.38	11.8	20.00 37.10	21.75 36.25	13.80 39.00
500—699	27.34	16.4	26.31	25.7	29.64	22.0	24.00 30.90	18.00 33.50	18.00 36.75
700—899	32.04	40.1	28.41	27.4	30.33	32.2	24.00 37.10	19.30 36.75	15.50 40.25
900—1099	31.55	28.0	31.41	28.9	32.90	25.8	22.90 37.00	19.40 35.70	18.00 39.00
1100—1299	29.71	2.6	29.88	5.0	31.93	5.9	27.50 36.90	23.00 35.80	25.50 41.00
1300—1499	—	—	32.10	0.6	28.94	1.3	—	32.00 32.20	25.00 33.60
1500 and up	—	—	22.60	0.3	28.40	0.4	—	22.60	25.80 30.00
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	29.87	—	28.97	—	31.06	—	20.00 37.10	18.00 36.75	13.80 44.00

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>HEIFERS</b>									
100—299	\$30.50	0.4	\$25.40	0.8	\$ —	—	\$30.50	\$25.40	\$ —
300—499	28.49	11.2	27.49	14.1	31.80	19.9	19.00 37.00	8.75 34.00	17.75 40.00
500—699	28.69	30.6	27.14	36.6	30.64	35.6	20.00 36.50	18.00 36.00	15.25 36.00
700—899	28.71	32.0	27.33	37.5	29.43	26.5	19.50 37.20	18.40 35.20	19.00 36.10
900—1099	29.44	18.3	29.90	4.7	31.33	2.8	21.80 37.30	25.90 36.40	24.60 35.60
1100—1299	30.20	5.6	31.60	5.5	30.64	2.8	21.80 37.30	25.90 36.40	24.60 35.60
1300—1499	27.52	1.9	36.00	0.8	28.30	0.6	24.20 30.70	— 36.00	27.30 29.30
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	28.88	—	27.70	—	30.64	—	19.00 37.00	8.75 36.40	17.75 40.00

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>HEIFERS</b>									
100—299	\$21.90	0.5	\$25.65	0.9	\$34.25	0.6	\$21.90	\$24.30	\$32.25
							—	27.00	35.00
300—499	25.74	18.4	26.76	20.6	29.51	21.8	16.50	20.25	17.25
							33.10	36.25	36.25
500—699	25.70	32.1	25.03	37.2	26.68	35.2	15.00	16.00	14.00
							33.00	33.50	35.75
700—899	25.90	31.6	27.03	26.6	27.67	30.3	17.00	21.50	22.00
							33.10	33.50	35.50
900—1099	27.11	14.7	26.37	12.4	28.89	10.0	21.10	19.00	23.00
							34.70	32.40	38.00
1100—1299	32.10	1.6	28.86	2.3	26.61	1.9	32.10	23.00	22.00
							—	31.00	29.30
1300—1499	30.00	1.1	—	—	28.90	0.2	26.00	—	28.90
							34.00	—	—
1500 and up	—	—	—	—	—	—	—	—	—
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	26.10	—	26.18	—	27.87	—	15.00	16.00	14.00
							34.70	36.25	38.00



**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>CALVES</b>									
0—99	\$24.68	22.4	\$24.76	15.3	\$25.06	15.8	\$ 3.50 42.00	\$ 5.00 43.00	\$ 1.00 44.50
100—199	34.91	64.2	33.33	61.7	34.59	61.5	16.00 61.00	12.00 47.00	14.00 42.75
200—299	37.36	11.4	37.54	21.6	36.74	21.5	22.00 43.00	26.00 41.00	20.15 42.25
300—399	31.31	0.5	32.50	1.1	32.47	0.9	24.00 36.25	22.50 38.50	24.00 39.00
400—499	32.80	1.5	31.60	0.3	39.33	0.3	— 32.80	30 00 32.50	32.50 42.75
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	32.85	—	33.07	—	33.54	—	3.50 61.00	5.00 47.00	1.00 44.50

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>CALVES</b>									
0—99	\$21.94	25.5	\$25.60	14.5	\$24.09	17.8	\$ 4.00 34.50	\$ 5.00 35.00	\$ 5.50 45.00
100—199	34.73	53.9	34.60	39.0	33.95	39.9	10.00 41.50	10.00 41.00	16.00 42.00
200—299	36.07	18.7	35.32	31.0	34.30	34.0	26.50 42.00	20.00 41.50	15.00 40.50
300—399	30.00	1.6	26.64	9.3	26.89	4.2	20.00 38.25	17.00 38.00	19.40 37.00
400—499	30.38	0.3	34.68	6.2	22.24	4.1	28.50 32.25	19.50 45.25	18.00 36.50
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	31.63	—	32.95	—	31.54	—	4.00 42.00	5.00 45.25	5.50 45.00

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>COWS</b>									
300—499	\$34.25	0.7	\$ —	—	\$ —	—	\$34.25	\$ —	\$ —
500—699	21.56	4.6	22.92	8.8	21.55	6.6	8.00	9.00	10.00
							28.25	32.25	29.25
700—899	22.15	27.6	23.00	32.8	22.35	32.8	8.00	16.00	2.00
							33.80	36.50	31.50
900—1099	24.99	37.0	24.85	34.8	23.53	35.7	17.30	18.30	18.70
							33.80	36.50	29.75
1100—1299	24.65	23.4	25.93	17.6	24.76	17.8	11.00	18.70	11.50
							30.10	37.00	29.80
1300—1499	25.50	6.0	24.93	5.5	27.17	6.2	22.00	18.40	22.50
							27.10	30.00	36.10
1500 and up	26.90	0.7	26.80	0.5	25.08	0.9	25.90	—	15.25
							28.10	26.80	29.00
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	24.08	—	24.28	—	23.39	—	8.00	9.00	2.00
							34.25	37.00	31.50

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>COWS</b>									
500—699	\$18.37	2.1	\$18.74	8.0	\$21.43	8.7	\$13.00 22.25	\$ 6.50 28.25	\$ 8.00 29.00
700—899	19.38	31.5	20.22	41.5	21.91	27.5	14.25 26.70	12.00 32.40	10.00 32.25
900—1099	20.84	59.1	21.36	31.9	23.04	39.2	11.25 26.90	10.00 30.10	12.50 29.75
1100—1299	22.66	19.9	22.82	15.3	24.19	17.6	19.00 27.60	16.25 29.50	13.70 30.70
1300—1499	23.78	6.6	24.11	2.7	25.37	6.6	20.10 27.60	21.70 27.80	19.60 30.00
1500 and up	25.45	0.8	24.57	0.6	26.32	0.4	24.20 26.70	23.40 25.40	25.00 27.75
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	20.92	—	20.99	—	22.96	—	11.25 27.60	6.50 32.40	8.00 32.25

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>HOGS</b>									
160—179	\$20.08	13.8	\$20.11	13.4	\$20.09	8.1	\$10.00 21.60	\$12.50 21.75	\$12.00 21.40
180—199	20.76	15.0	20.71	20.5	21.06	26.6	12.10 22.60	10.00 21.75	15.10 21.40
200—219	21.01	33.1	20.90	38.8	21.15	36.8	17.00 22.50	10.00 21.90	15.50 21.40
220—239	20.99	23.1	20.94	16.7	21.01	14.1	14.00 22.30	20.00 29.90	13.50 21.30
240—269	20.75	11.0	20.45	8.4	20.46	12.3	14.10 22.15	4.00 35.50	18.00 21.40
270—300	30.32	4.0	19.91	2.2	19.17	2.1	14.00 21.50	19.00 20.80	14.75 20.40
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	20.79	—	20.70	—	20.90	—	10.00 22.60	4.00 35.50	12.00 41.20

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>HOGS</b>									
160—179	\$21.90	4.9	\$20.91	5.4	\$20.60	8.5	\$17.60 23.00	\$13.75 22.60	\$14.00 22.80
180—199	22.17	14.6	21.66	15.5	21.82	16.8	20.50 23.15	14.25 25.50	18.75 22.80
200—219	21.95	38.2	21.62	42.9	21.61	30.7	19.00 23.20	20.65 27.50	14.50 22.80
220—239	22.07	27.6	21.69	25.1	22.01	32.4	21.40 23.25	17.00 24.53	15.00 22.75
240—269	21.56	12.5	21.02	7.6	21.32	9.1	15.00 22.90	19.50 22.85	17.75 21.80
270—300	21.08	2.2	20.18	3.5	20.20	2.5	20.10 22.90	13.75 22.60	14.00 21.35
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	21.95	—	21.51	—	21.61	—	15.00 23.25	13.75 24.53	14.00 22.80

**TABLE 9 (Continued).—Average Price and Range in Price per Hundredweight for Various Classes of Livestock by Size of Auction for Two Sales Held in April and October, Ohio, 1951**

Weight and class of livestock	APRIL SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
<b>LAMBS</b>									
Under 60	\$26.48	13.6	\$25.83	4.3	\$26.65	8.3	\$23.00 29.50	\$ 1.00 30.40	\$ 3.00 31.50
60—79	29.85	37.6	29.02	28.2	28.94	35.9	26.10 30.70	15.40 34.00	0.50 31.50
80—99	28.69	42.4	30.95	56.0	29.72	50.5	24.30 31.90	9.50 38.00	2.50 32.75
100—119	28.46	6.4	29.88	8.5	29.17	4.4	17.30 30.00	13.75 33.00	8.00 32.10
120 and up	—	—	23.67	3.0	20.90	0.9	— —	13.00 30.80	11.25 30.25
Total percent	—	100.0	—	100.0	—	100.0	—	—	—
Average price	28.81	—	29.62	—	29.08	—	17.30 31.90	1.00 38.00	0.50 32.75

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Weight and class of livestock	OCTOBER SALE								
	Size of Auction						Size of Auction		
	Small		Medium		Large		Range in Price per Hundredweight		
	Average price	Percent	Average price	Percent	Average price	Percent	Small	Medium	Large
LAMBS									
Under 60	\$19.84	7.1	\$22.42	1.8	\$21.12	10.1	\$15.50 44.00	\$14.75 30 50	\$14.00 29.00
60—79	27.53	64.9	27.32	32.9	27.45	28.8	6.00 32.50	21.50 33 25	13.00 35 00
80—99	29.25	10.1	31.54	61.1	21.56	46.6	25.00 36.50	11.75 37.75	10.75 37.50
100—119	31.65	17.2	26.83	1.8	27.77	4 8	31.00 32.40	26 00 28.00	13.00 37.50
120 and up	28.62	0.7	20.63	2.4	17.85	9.7	28.50 28.75	6.00 26 50	14.00 31.00
Total percent	—	100 0	—	100.0	—	100 0	—	—	—
Average price	27.88	—	29.64	—	27.82	—	6.00 44.00	6.00 37 75	10.75 37.50